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## More than 60% stay in education after 16

By JOHN O'LEARY, EDUCATION CORRESPONDENT

RECORD numbers of young people are staying in education as youth unemployment rises, careers officers reported yesterday. More than 60 per cent remained in full-time education beyond the minimum leaving age of 16, a 12 per cent rise in two years.

The trend is expected to continue this autumn, with the youth labour market remaining sluggish and opportunities expanding in further and higher education. John Patten, the education secretary, has placed further growth in staying-on rates among his priorities.

Labour claimed yesterday that the improvements have come too late to prevent the development of an "underclass" of more than 10 million people without qualifications. Henry McLeish, shadow employment minister, said that almost a third of the working population remained unqualified.

"It is encouraging that more youngsters are staying on, but we still have a mountain to climb," Mr McLeish said. "The key to success must be the numbers taking A-level and GCSE. A fifth of those in training, for example, are heading for no qualification at all."

Statistics published by two local government associations showed that girls' superior examination performance carries over into sixth form participation. Only 55 per cent of boys took full-time courses, compared with more than 66 per cent of their female counterparts.

Sexual stereotypes also continued to dominate career choice. Young women tended to go into hairdressing, retailing and clerical work, while the forces, the construction industry and mechanical en-

gineering remained male preserves.

The report showed that pupils from ethnic minorities were more likely than their white counterparts to stay in education. Whites were twice as likely as black 16-year-olds to take jobs or training places.

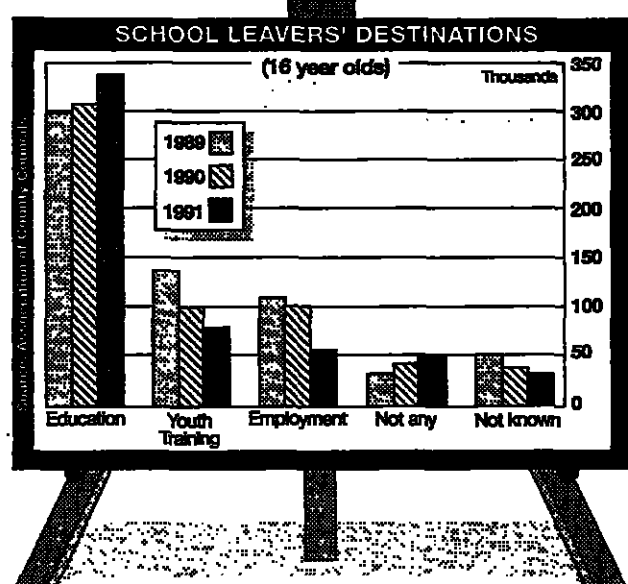
For the second consecutive year, there was a decline in the numbers joining youth training schemes, although unemployment levels rose to almost 9 per cent. Only 10 per cent of young people went straight to work, compared with 18 per cent two years ago. Five per cent could not be accounted for.

Local authority careers officers followed more than 500,000 young people in England and Wales. The figures show that Britain is slowly catching up with Europe, Japan and the United States, where about 90 per cent of 16-year-olds continue schooling.

The south of England registered substantially higher staying-on rates than the Midlands or the North. Inner London was the youth unemployment blackspot. Almost 15 per cent there were without work, education or training. A further 10 per cent could not be traced.

Roy Slade, author of the report, said that the surveys revealed a worrying "training gap", in spite of the increase in numbers staying on at school or college. "If we are going to remain a trading nation, we have to get more people technically qualified and the largest single need is for better qualified technicians and technologists."

**School leavers' destinations**  
(Association of County Councils, 66a Eaton Square, London SW1W 9BH; £10)



## Science education 'is too narrow'

By OUR EDUCATION CORRESPONDENT

SCIENTISTS and engineers are too narrowly educated at school to fulfil their potential at work, says a report sponsored by some of Britain's largest companies.

Managers and graduates in six leading firms complained that otherwise well-educated experts in science and engineering could neither speak nor write effectively. Many had given up arts subjects before the age of 16.

Most of those specialising in science and engineering got inadequate advice on higher education and little or no careers counselling. Many left university or polytechnic without properly assessing their own strengths, weaknesses and aspirations.

The report, *Investing in Talent*, says: "Companies find they must invest heavily in developing graduates to make an effective contribution, because they are unused to working with others and lack the skills of clear expression. Managers would prefer courses to be longer to provide more breadth."

Andrea Spurling, of the Council for Industry and Higher Education, said: "Being innovative in industry does not only mean having new ideas; it means having good ideas that can be translated into products or services that people will buy. Some graduates take years to understand the interplay of ideas, time and costs in industrial innovation."

John Patten, the education secretary, yesterday fired a rejoinder at the National Association of Teachers, the big-

gest teaching union, for its opposition to the testing of seven-year-olds.

The union published a survey recently showing that the slimming down of standard assessment tasks had failed to quell opposition among the primary school staff administering them. Almost all considered their own assessment a more reliable guide to pupils' progress.

In a letter to Doug McAvoy, the union's general secretary, Mr Patten said: "What a fillip it would have been to all those teachers who worked so hard on behalf of their pupils to make the recent tests work. If they had been offered the support and assistance of teaching unions like yours."

All six teaching unions have opposed testing at seven, which was introduced last year as part of the national curriculum.

## Parts of Cornwall 'riddled with holes like cheese'

By TIM JONES

PROSPECTIVE house buyers in Cornwall were advised yesterday to insist on mining surveys being carried out before purchasing property, as some parts of the county are said to resemble a cheese full of holes.

The warning was given as the Rowlands family, of Gunnislake, a former tin-mining town near Tavistock, contemplated the 75 ft deep crater which swallowed up their garden at the weekend. Somewhere in the hole are their lawn mower, paddling pool, garden tools and two 30ft electricity poles.

Colin Rowlands, who lived in the house with his wife and three children, was waiting to find out last night



Phantom appearance: Michael Crawford in London yesterday to begin a concert tour of Andrew Lloyd Webber music. They will be his first live performances in Britain since leaving *The Phantom of the Opera*

## Doctors seek controls on deputies

CALLS are growing among the medical profession for tighter standards to regulate the commercial deputising services that family doctors are increasingly using to answer calls from their patients outside surgery hours.

As family doctors prepare today to debate whether to continue their commitment to providing round-the-clock cover for patients at the opening of their annual conference, there are fears that the work of the private deputising agencies, to which local health authorities may turn to provide out-of-hours cover if GPs do decide to opt out, may not be coming under sufficient scrutiny.

"There is a code of conduct which binds these services. That provides consistency nationwide. What is in question is the consistency of implementation of that code nationwide," Dr Peter Kiely, chairman of the British Medical Association monitoring committee for the country's largest private deputising service, Healthcall, said. Com-

mercial deputising companies are bound by a code of conduct, brought in by the health department in 1984.

Local health authorities were given statutory responsibility for ensuring they implemented the code, and had to set up special committees and appoint officers to monitor their work, including deputy doctors' qualifications and the speed of response to patients' requests for a doctor.

With the recent health service management changes, however, the obligation for a monitoring committee slipped. It is now left to individual family health service authorities to decide how they keep check on the quality of service of deputising agencies. The responsibility, however, remains.

"The anxiety is that there could be a slippage in standards, such as we saw in the early eighties," Dr Kiely said. "As yet there is no public evidence that is happening, but that does not mean to say that it is not."

Increasing numbers of doctors contract out night work to commercial deputising services, as a recent *Times* survey of GPs showed. In urban areas more than half use them to do at least part of their out-of-hours work.

In London, three local health authorities have been so worried by what they see as the lack of national standards that they have combined forces to draw up their own guidelines.

John Lipetz, director of support services for Ealing FHS, one of the authorities involved in setting up the scheme, which is to cover deputising services working across northeast London and much of Essex, said: "We felt it was important to set the highest standards at a time

when out-of-hours provision by doctors is under examination. We need for example to be sure the doctors who are deputising are not just qualified but also competent."

"We hope it is a monitoring system other authorities can apply."

The Federation of Medical Services, which represents medical locum agencies, including deputising services, has itself been lobbying for a national monitoring scheme. "There is competition between the various companies. It is only fair, when the larger agencies operate by their own standards, that others cannot undercut them because of local political whim," Dr John Maxwell, the federation's chairman, said.

The Federation of Medical Services puts the number of deputising services operating at between 30 and 45. The largest, Healthcall, which has 34 centres across the country and covers 70 per cent of deputised work, is assured by the British Medical Association.



Fast delivery: Graham Hutchinson gets his skates on for the maternity unit

## Hospital staff cover miles

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

DOCTORS and nurses spend more time walking round hospitals than treating patients, according to a survey published yesterday.

During a typical eight-hour shift, a hospital doctor walks seven miles and when on call travels up to 16 miles in 24 hours. At an average speed of 3mph, that is two to three hours a shift "commuting."

"It is the sort of journey most people would take exception to in getting to work,"

said Nicholas Edwards of Andersen Consulting, who did the efficiency survey in 10 NHS hospitals. People in most jobs walk little more than a mile a day, he said. "Hospitals need to re-think the way they provide care."

Doctors are doing a bit of rethinking, too. Graham Hutchinson, an anaesthetist registrar, uses roller-skates to cover the mile between the accident and emergency department and the maternity

unit at Doncaster Royal Infirmary when he is on call at night. At their annual conference suggested that managers should issue roller skates to all casualty doctors.

The survey also shows that anyone keen to expand his social circle ought to get admitted to hospital. An average patient in hospital for an average five-day stay will meet 47 members of staff, from cleaner to consultant.

### NEWS IN BRIEF

## Laura Davies has new operation

Laura Davies, the four-year-old girl given a bowel and liver transplant in the United States 12 days ago, had a fourth operation yesterday after developing a fever. Surgeons at Pittsburgh Children's Hospital want to examine whether her new organs are functioning properly. The hospital said: "She has a low-grade fever and we want to know if her new organs are the cause. She has gone through a lot in the past few days but she is bearing up well." Laura, from Eccles, Greater Manchester, is regulating her breathing to some extent, although she is still on a ventilator. Her father Leslie Davies, 46, and mother Frances, 26, are at her bedside. She was flown to Pittsburgh for the operation after her parents launched a £350,000 appeal. She made a good recovery after the operation 12 days ago and a second operation on Thursday to repair a burst blood vessel showed that there were no signs of rejection. However, part of one lung then collapsed and, on Saturday, she had further surgery for a probe to be passed into her lungs and later her stomach. Andreas Tsaklis, her surgeon, said he believed that she would recover more slowly from the latest operations.

## Russians win chess

The Russian team has won the gold medal in the Chess Olympics in Manila with a round to spare (Raymond Keene writes). The Russians, one of 12 teams from former Soviet republics, were led by Garry Kasparov, the world champion, who scored seven wins and three draws in ten games. The scores, with one round to go are: Russia 37 points, Armenia 32½, Uzbekistan 32, United States and Israel 31½, England, Iceland and Czechoslovakia 31. In the final round tomorrow the Russians are likely to play the English, who revived their slim chances of a medal with a 3½-½ win over Australia yesterday. Short beat Rogers, Speelman drew with Johansen, Chandler beat Solomon and Hodgson beat West. If they can beat Russia, it is possible that they could win the bronze medal.

## Byron's hair auctioned

A lock of Byron's hair was saved for England yesterday when an anonymous buyer paid £4,620 for the 5in twist tied with ribbon as a surprise present for his son, a student at Cambridge University. He bought the memento at Bonham's in Knightsbridge after reading about the sale in *The Times*. The English collector said: "I was determined to secure this incredibly romantic item for my children." Byron gave the lock to Lord Clare, for whom he developed an idealised love, on leaving Harrow school in 1805.

An unpublished eye-witness account of the American Civil War by Thomas Butler Gunn, an English reporter working for the *New York Tribune*, sold for £6,600 to William Taylor, a history teacher from California and a descendant of the quartermaster-general in George Washington's army.

## Civil War sparks fly

Three men watching the start of a Civil War re-enactment between roundheads and cavaliers in Hull were taken to hospital with burns when gunpowder near a cannon exploded. The English Civil War Society was celebrating the 350th anniversary of the city's turning away of Charles I from the gates. Brian Dean, 47, who was at the event with his son, Mark, 13, said: "All of a sudden a cannon went off, there was a big flash, a bang and a volley of smoke went up into the air. Everybody started shouting and the next thing we saw was St John ambulancemen and woman trying to get over there. There were people laid on the ground but the ambulances had problems getting through because the troops were still fighting." One man was still in hospital yesterday with superficial burns.

## Maintenance changes

Unemployed parents over 18 who are estranged from their partners will have to make maintenance payments for their children in spite of being on income support, the government announced yesterday. The new regulations governing the recovery of maintenance payments from absent parents, which come into force in April next year, will also require the full payments to be continued until the youngest child reaches 16.

## Firebomb remand

A student was yesterday remanded in custody by Leeds magistrates until June 29 charged with planting incendiary devices in stores in the city on Wednesday and Thursday of last week. Eamonn Patrick O'Donnell, 37, of no fixed address, was charged with conspiracy to commit arson, criminal attempt and placing explosives. Reporting restrictions were not lifted and no application was made for bail.

## Husband and claim invented

FOUR food firms paid Juliana Duxbury nearly £750 after she wrote to them saying that her husband had cracked a tooth eating their meat and fish pastes. Companies including Quaker Oats and Heinz paid out after Duxbury, 31, said that he had bitten into pieces of glass from the jars, a court was told yesterday.

Duxbury backed up her claims with a dentist's note saying that her husband had needed time off work. But her husband did not exist and she had filled in the dental forms herself after stealing them from her local surgery, magistrates at Huddersfield, West Yorkshire, were told.

Mr Mark Avey, for the prosecution, said that Duxbury had written to thirteen food firms last summer to claim for damages. Four of them had returned cheques totalling nearly £750.

However, Quaker Oats' insurers investigated the claim, and when police interviewed Duxbury she admitted making up the stories.

Duxbury, of Oakes, Huddersfield, admitted one charge of deception and asked for 12 similar charges to be considered. She was placed on probation for 12 months and ordered to pay £200 compensation and £35 costs.

Andrew Sugden, for Duxbury, said that she had hit on the idea when she found the dental forms among a pile of magazines in a waiting room.

## Crossword finals have new faces

By JOHN GRANT CROSSWORD EDITOR

NO FEWER than nine of the 23 contestants in *The Times* InterCity Crossword Championship in London next month will be competing in the national final for the first time. Three are computer specialists and the rest a housewife, a general practitioner, a teacher, an accountant, the editor of a puzzle magazine and a public affairs councillor.

There are also four previous national champions among the contestants, whose average age is 47, including Roy Dean, a retired diplomat from Bromley, who won the first championship in 1970. As in previous years, computing and teaching are the most successful vocations for crossword solvers.

More than 40,000 people have competed in the championship, now in its 22nd year. The prize for the winner this year, when the championship is being sponsored for the first time by InterCity, is one year's first class rail travel anywhere in Britain for two people. The runner-up gets the same for six such journeys and the third for three.

The final takes place on Sunday, July 26, at the Hilton Hotel, Park Lane, central London, at 2pm. Admission is free and spectators will be able to tackle the same puzzles as the finalists as well as other word games. Doors close at 1.45pm.

Woman of Aid three in by HIV

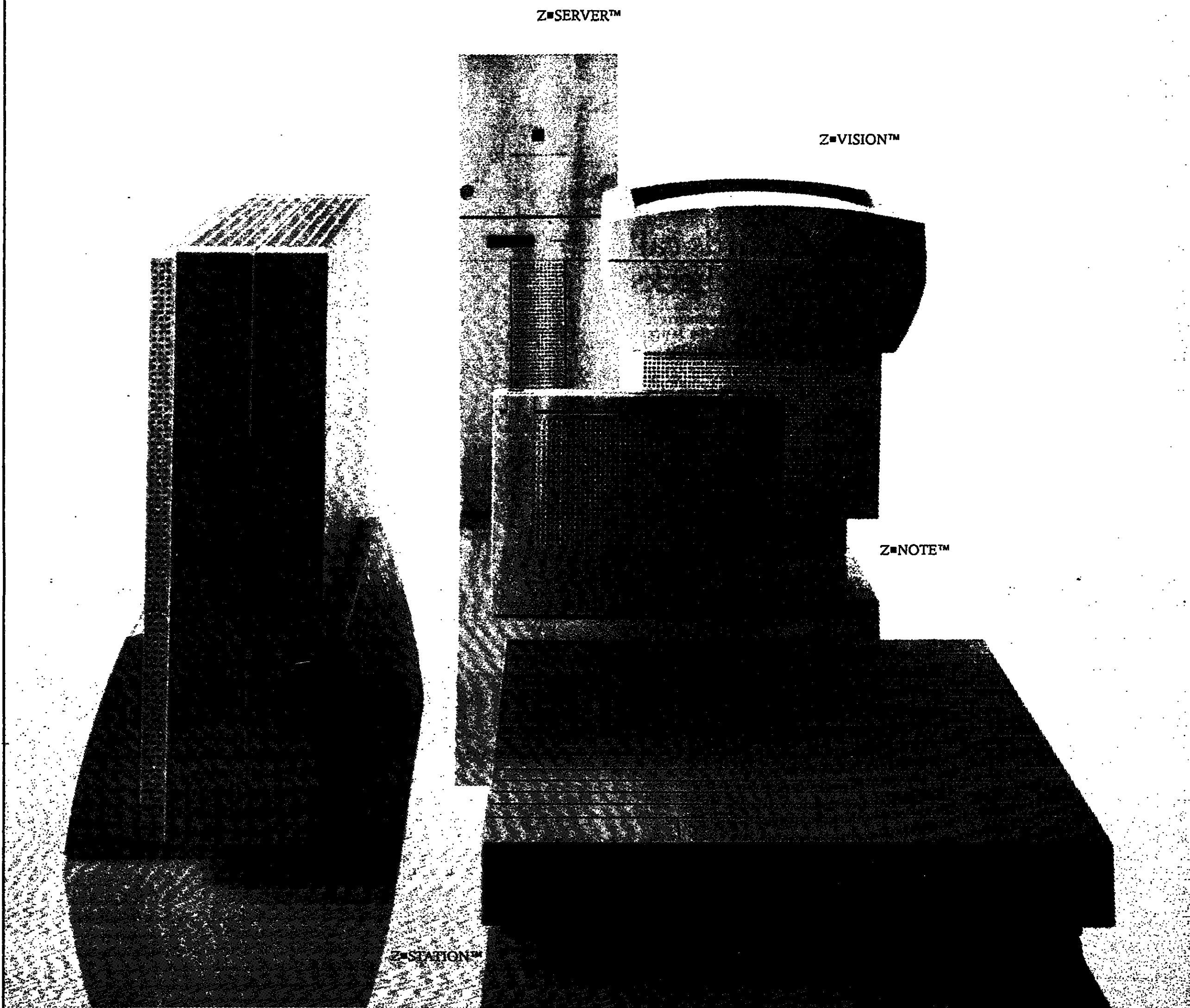
Drug firm gives £1m as cases increase

£500 fin





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NEW  
ITEMS.

# Complaints force closure of 700 premium rate phone lines



Blom-Cooper endorses majority of services

A RECORD number of complaints about 6898 premium rate phone lines were made last year, including a 500 per cent rise in complaints about bogus job advertisements. Nearly 700 lines were forced to close.

The annual report of the Independent Committee for the Supervision of Standards of Telephone Information Services, published yesterday, showed that more than 6,700 complaints were received, an increase of 45 per cent on the previous year. In many cases, telephone owners were misled into ringing premium rate numbers, at a cost of 48p a minute for peak rate calls.

Brenda Dean, of the Graphical, Paper and Media Union and a member of the committee, said that bogus job advertisements were cited in 13 per cent of all

complaints. One advertisement cited in the report gave the impression that the caller would be recruited to work from home. A pre-recorded message on the premium rate number told callers that the work was no more than earning commission by persuading other people to ring the same number.

Such services were highlighted in *The Times* earlier this year, when an advertisement for film extras turned out to give only advice on becoming an extra and offered to place callers on a register. Callers on the premium rate number were told: "The procedure for becoming a film extra is quite simple. You need to find out which agencies are recruiting. This information can usually be found out in directories, entertainment publications and from es-

Callers angered by bogus telephone adverts, costing them up to 48p a minute, are demanding tough controls, Peter Victor reports

established companies. Your local library can be of great help."

Mrs Dean said that, in one case investigated, the committee asked for corroboration of the jobs said to be on offer. "We received application forms of successful applicants. We couldn't contact any of them. Several appeared to have been filled in by the same person and one suggested that the person was still at school, not university, at the age of 27."

Sir Louis Blom-Cooper, the committee's chairman, said that the majority of the services were useful, informative and valuable. However, the committee ordered the closure of 689, ordered

changes to a further 373 and demanded that 839 advertisements for the services be withdrawn or amended.

More than £500,000 was paid in compensation to complainants whose telephones were used to call sex services or group chatlines, which were closed two months ago. Sir Louis said that the increased number of complaints suggested greater public confidence in the committee.

The premium telephone services industry, pioneered by advertisements for telephone sex lines in some tabloid newspapers and by the operators of chatlines, is worth £200 million a year. It

now includes almost every type of information service. Callers pay 48p a minute at peak rate, or 36p off-peak, of which the companies providing the services keep about half. The rest goes to the telephone company. Some companies operating the lines are now trying to find loopholes in rules governing the industry, the report says.

The number of complaints about competition, entertainment and sales promotion services using the premium rate numbers also increased. One case involved an answering machine message which asked people to ring another premium rate number. The recorded messages were sometimes of apparently deaf people, in an effort to stop callers from hanging up.

There were 500 complaints about delays in the recorded mes-

sages on some services. On sports results services, for instance, callers sometimes had to listen to a ten-minute match report before getting the score.

Misleading advertisements were also a problem, the report said. One mail advertisement told readers that they would win a car, £5,000, a diamond watch or a colour television if they rang a premium-rate number. Callers heard a lengthy promotion for a water purifying system and were then awarded a watch, if they sent £15. Action by the committee led to the removal of the "service".

About 134,000 people in areas with digital exchanges have arranged to have access to premium rate numbers barred from their telephones. The committee operates a free complaints line on 0800 500 212.

## Rangers did not murder Julie Ward, assessors say

FROM SAM KILEY IN NAIROBI

THE trial of two Masai game rangers accused of the murder of British tourist Julie Ward in 1988 reached a dramatic last act yesterday when three independent assessors said they believed the rangers were not guilty.

The assessors also criticized Scotland Yard and the Kenyan police for allegedly failing to investigate fully three other suspects whom they named as the likely murderers.

Judge Fida Hussein Abdullah will deliver the verdict on Peter Mutui Kipeen, 26, and Jonah Taju Magiroi, 28, next Monday.

In Kenya, judges are in no way bound by the opinion of the three assessors who do not act in the same capacity as a jury. But in his summing up,

the judge, Kenya's longest serving high court judge, yesterday took issue with the circumstantial evidence led by the prosecution.

The burnt remains of Miss Ward, 28, were found hacked to pieces in an isolated grove of trees on the Kenya-Tanzania border on September 13 1988, seven days after she had disappeared during a 120-mile return journey from the Masai Mara reserve to Nairobi. The rangers were arrested in January last year after a nine-month investigation into the killing by Scotland Yard, who were called in after Kenyan police had insisted that Miss Ward had committed suicide or been eaten by wild animals.

The assessors, Sammy Kwaliah, John Leparkuo and Simon Wanyaga, said that Scotland Yard had failed to investigate properly suspects working at the Sand River Gate, where Miss Ward last seen alive packing her tent.

They said that three other principal suspects, Simon Makallah, chief game warden in the Mara at the time, David Nchoko, the Sand River revenue clerk, and Gerald Karori, a police constable also working at the gate, should have been charged with the murder. All three had taken the stand as prosecution witnesses during the four-and-a-half month trial.

"Ward was murdered by a person or persons in the Mara," Mr Leparkuo said in court yesterday. "It is my opinion that Makallah, Nchoko and Karori know more than what they told us in the course of the proceedings."

Salim Dhanji, the prosecutor privately hired to handle the case for the Kenya attorney general, said that John Ward, Miss Ward's father, who has spent more than four years and £300,000 trying to find his daughter's killers, left the courtroom in a hurry with his wife, Janet. "He was very upset by the assessors' decision but said that he would not be coming back to carry on the investigations," Mr Dhanji said. "He is satisfied that the men in the dock were his daughter's murderers and that she was most definitely at Makari."

Mr Ward said after the summing up: "I have not yet decided whether I shall carry on with this case. I suppose you have to draw the line somewhere, but I shall wait until we actually get the verdict."

## Suicide pact adds to Beachy Head toll

BY NICHOLAS WATT

POLICE were yesterday investigating a suicide pact between a mother and daughter after they plunged to their deaths from Beachy Head in East Sussex on Sunday. Their deaths came just six hours after the body of a man was discovered at the foot of the cliff and brought to 14 the number of people who have died at Britain's most notorious suicide spot this year.

A police spokesman said: "We have come to expect about two dozen suicides from Beachy Head each year but I don't think we have ever had three in one day. One of the women was in her 50s and the other in her 20s and we believe they were a mother and daughter who had agreed on some sort of suicide pact."

For the desperate people who drive to Beachy Head determined to end their lives there is one last hope — a telephone box installed at the request of the Samaritans. Next to the phone the Samaritans have put up a sign with their phone number and a note saying they are always available, day and night.

One Samaritan worker at the Eastbourne branch said: "The phone box has proved to be very effective and I would say it has saved lives. When people ring us from Beachy Head they have come to some conclusion that maybe they don't want to take their lives and that they want to put things in perspective and look at the other things in life. Conversations with people at Beachy Head are often very lengthy and sometimes we invite people to the centre and stay up all night with them. If they ask us we will travel to the headland to talk to them."

Some people who travel to Beachy Head are so determined to take their lives they ignore the phone. The Samaritan worker said: "One must just wonder what is going on in the mind of people who travel long distances to end their lives over the headland."

Beachy Head is one of a number of spots where the Samaritans have put up signs to deter people from committing suicide. The other places are Clifton suspension bridge in Bristol and at railway crossings in Southport and Cambridge.

## Industrial fishing 'starves' sea birds

BY MICHAEL HORNBY  
AGRICULTURE  
CORRESPONDENT

UNCONTROLLED catching of fish for industrial use is depleting stocks of species eaten by humans and causing the starvation of sea birds and other animals, according to an unusual alliance of fishermen and wildlife conservationists. Such fishing must be curbed, they say, until more is known about its effect on the marine ecosystem.

Greenpeace wants the government to use its presidency of the European Community to press for a ban on industrial fishing in the North Sea. "There is little public awareness that as much 50 per cent by weight of all fish taken from the North Sea is not for human consumption," Greenpeace said. "The government has a unique opportunity to influence the EC and stop this pillage."

Concern about the scale of industrial fishing is shared by the National Federation of Fishermen's Organisations and the Royal Society for the Protection of Birds. They say a blanket ban is politically unrealistic and favour a reduction in industrial catches and local no-go zones for such fishing. Henry McCubbin, Labour Euro-MP for North East Scotland, said he strongly supported tighter controls on industrial fishing. "In 1989 British vessels landed 751,000 tonnes of fish while Denmark, which is a tenth the size of Britain, landed 1.9 million tonnes, of which 1.5 million were for industrial purposes."

John Gummer, the fisheries minister, though sympathetic to the case against industrial fishing, has been reluctant to press the Danes too hard. Denmark was allocated a small share of edible fish quotas when the common fisheries policy was set up, and Britain might have to give up some of its fish quota to the Danes if industrial fishing were cut back.

Denmark is the biggest harvester of industrial fish. The main species caught are sand-eel, Norway post and horse mackerel. Mashed to a pulp in factories, they can be turned into fish meal, used in animal feed and fertiliser, and oil used in making margarine, cosmetics, paint, candles and polish. Industrial species are a basic food for cod, haddock and other fish eaten by humans. The North Sea spawning stock of mature cod has fallen by more than half over the past decade and that of haddock by more than two-thirds.

Net losses, gross destruction: European fisheries in crisis (Greenpeace, Canterbury, Vias, Isington, London NI 2FN; £2.50)



Twin peaks: Harry and Max Freud, 5, of Battersea, trying on a selection of the BBC television costumes auctioned by Bonhams in London yesterday

## Firms economise by cutting air travel

BY HARVEY ELLIOTT, TRAVEL CORRESPONDENT

BUSINESSMEN are turning to road and rail to cut costs as air travel becomes an expensive and dispensable luxury.

The amount spent by companies on air travel fell by £1.2 billion over the past two years while rail travel costs rose by £800 million and spending on motor fuel increased by £450 million, according to a survey by American Express.

The recession forced many more companies to review the cost of sending staff on business trips at home or abroad. The survey of more than 400 companies throughout the country showed that in 1991, tighter control of travel expenses led to an overall reduction of almost £2 billion in travel related expenses, including hotels and entertainment.

British businessmen spent £265 million less on car rental, £204 million less on entertainment, paid £400 million

less for food and £900 million less at hotels. In spite of the cut-backs, British companies still spent £18 billion on travel related expenses for their staff last year, equivalent to 6.6 per cent of their total business costs or almost £1,000 per employee. The report also

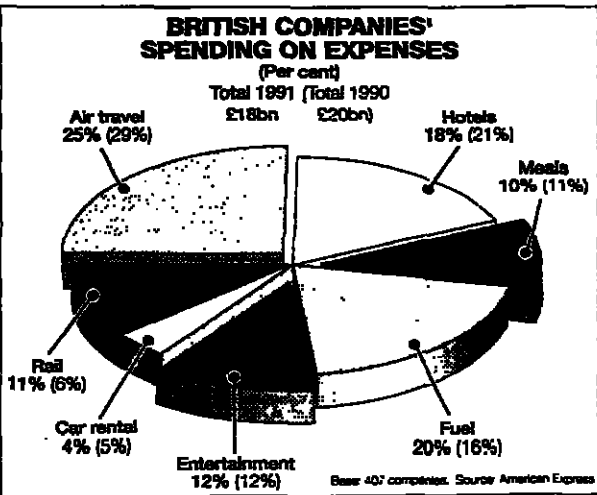
shows the growing importance of women in business life. In 1991 17 per cent of all British business travellers were women compared with 11 per cent in 1989. Although air travel has fallen in the past two years from 29 per cent to 25 per cent of

the total spent by British business on travel, it still cost companies £4.5 billion.

Many companies are not taking advantage of the lower corporate rates available to them in hotels, restaurants, car hire or air travel. American Express says.

Further savings of at least £1.8 billion a year could be made if the companies followed a strict travel and expenses policy which, it claims, would still enable the same number of staff to travel to important meetings without a reduction in the standard of accommodation or class of travel.

British Rail yesterday admitted that it is losing revenue on trains between Barrow and Ulverston in Cumbria because guards are often too frightened to attempt to collect fares from home-going drunk passengers. Police may now travel on late trains to ensure that fares can be collected in safety.



## Campaign seeks end to 'brutal' trade in primates

BY LIN JENKINS

A CAMPAIGN to end the importing of thousands of primates each year into Britain for use in laboratories at home and abroad was launched yesterday.

As few as two in ten of the monkeys captured in the wild in Indonesia, the Philippines and the rain forests of South East Asia survive to reach their destination, according to a year long study by the British Union for the Abolition of Vivisection (BUAV). The animals die from disease, are killed during trapping, slaughtered and eaten having been deemed unsuitable, or starve to death in cramped storage and transportation cages.

The group has also infiltrated one British laboratory and assessed experiments on primates which they say show an unacceptable level of suffering. Many experiments are not necessary nor strictly for medical research as claimed, they say.

The BUAV is demanding an end to

the importation of primates caught in the wild or bred in the country of origin and an end to experiments on primates. At present, scientists have to get a Home Office project licence under the Animals (Scientific Procedures) Act 1986 to do tests on primates.

India used to be the largest exporter, providing thousands of rhesus monkeys to overseas laboratories until it banned the trade in 1978. Now the long-tailed macaque is the most sought-after primate for research. Most are captured in Indonesia and the Philippines and Mauritius where the widespread destruction of their natural habitat is threatening their survival. Other primates used in laboratories include baboons, green monkeys and patas monkeys captured from the wild in Kenya, Ethiopia, Somalia and Senegal.

Under the slogan "Born from the

wild to die in the lab" the group will conduct a nationwide campaign including public meetings, national advertising, a petition to be presented to the government and lobbying the Home Office and environment department.

Steve Melvor, the campaign's director, said: "Our investigation has uncovered a massive and brutal trade in primates for research which consumes the lives of tens of thousands of monkeys every year. The campaign is to save these monkeys from a journey of misery ending in a painful death."

Cill Langley, scientific consultant, said the assessments of some research on primates which had been published showed that experiments were unnecessary, and often not for strictly medical research.

Primates are used for vaccine production, transplant research, toxicity testing, neurophysiology, drug efficacy and work on brain disorders such as Parkinson's disease. The

group intends to use its assessment of work done at named laboratories as part of its campaign. Mr Melvor said they were merely finding a wider audience for material already published.

The Research Defence Society, in a statement responding to the campaign, said that the research on primates had been vital in developing polio vaccine and treating hepatitis, malaria and leprosy. Work was now being done into Alzheimer's disease, Parkinson's disease, cancer and diabetes where primates were used only where absolutely necessary.

The statement said that the profession would prefer to use specifically bred primates if they were available. On the allegations of abuse in the laboratory they called on the government to investigate the claims. "Unfortunately, BUAV have made dozens of similar allegations over the years, all of which have been investigated and turned out to be gross exaggerations or simply untrue."

## Troops in Cyprus accused of bullying

FROM MICHAEL THEODOULOU  
IN NICOSIA

ALLEGATIONS of bullying among British troops serving in Cyprus are at the centre of a series of courts martial beginning on the island today. The accused include those making the allegations.

All six soldiers facing trial are from the 1st Battalion The Worcestershire and Sherwood Foresters, which prides itself as a family regiment whose intake is mainly from Worcestershire, Derbyshire and Nottinghamshire.

Privates Byron Shaun Dent and Patrick Stephen Mark Callaghan, both 19, who generated considerable publicity in Britain last year with claims that they feared brutal treatment, are charged with causing actual bodily harm to another soldier, going absent without leave and insubordination. They are being charged in four of the seven trials which are expected to last two weeks.

Today, in the first trial at the courts martial centre on Episkopi garrison, they face charges of being violent and abusive to NCOs while in custody. They are also accused of trying to blackmail the army into giving them two weeks' leave by threatening to give evidence at Belfast Crown Court that terrorist suspects on trial had been assaulted in custody.

Pis Dent and Callaghan could be given dishonourable discharges if found guilty. Since going absent without leave in October, they have been remained in custody on full pay.

## NEWS IN BRIEF

### Former minister jailed

A former Welsh minister who defrauded three Scottish families of thousands of pounds after offering to help them adopt Romanian children was jailed for nine months yesterday.

Robert Blair, 39, a former Elin Pentecost minister, of Perth, Mid Glamorgan, had been found guilty at Aberdeen Sheriff Court of three charges of defrauding the families of a total of £5,070.

The court had been told that Blair, who claimed to know the Romanian health minister, asked for money for expenses to help them to adopt Romanian children. None managed to adopt a child as a result of his actions.

Sheriff Douglas Risk said he accepted that Blair had previously been of good character but he had been "playing with the deepest emotions that people can feel".

### Three killed in lorry crash

Three people died and three others were injured after a lorry struck two cars on the A420 Oxford to Soudon road near Faringdon, Oxfordshire. One of the injured, a girl aged five, is said to be in a critical condition.

The tanker, carrying powdered cement, ended up in a ditch. The three dead, who have not been named, are believed to have been in a Ford Escort. The other car was a Vauxhall Astra.

### Safe landing

A pilot made an emergency landing at Manchester airport yesterday after his plane with 108 passengers on board burst a tyre on take-off. The Air-UK jet, bound for Minorca, had to circle for two hours to burn off fuel before landing safely. There was little damage to the plane or runway and the airport was closed for only ten minutes.

### Murder charged

A father and son appeared before Milton Keynes magistrates accused of murdering Robert McCubbin, a window cleaner, at his home in Milton Keynes on Saturday. John Buile, 45, was remanded in custody until July 1 and his son Kenneth, 17, was remanded in custody until June 24.

### Bentley gutted

A green 1953 4.5-litre Bentley worth £100,000 was found burnt out after it was stolen and used as a getaway car in a raid on a warehouse in Verwood, Dorset. The car, one of six left in the world, had been left in the warehouse while the owner was on holiday.

### Lost marble

A diving team has been called in to find an 18in marble ball weighing more than 200lb after it was pushed off an ornamental fountain in the grounds of Tamworth Castle, Staffordshire, and landed in the river Anker.

### Judge in civies

Judge Richard Jenkins conducted the day's business at Grimsby Crown Court in civilian clothes after leaving his wig and robes in Lincoln.

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In the top of the range 960 estate, cruise control is standard and the 24 valve 3-litre engine is smoothness itself.

The Observer described it as "a timeless cruiser with high levels of comfort and refinement."

The Volvo estate isn't the kind of car you have to at home when you're going to the ball.

Despite its practicality, the Volvo estate has a look and feel. It drives like a saloon or as one



enthusiastic road report stated "on motorways the Volvo rode like a limousine."

Inside the analogy holds good, too. On the 960 24 valve, for example, electric seats, electronic climate control and leather are all standard.

Don't be scared by the size either. The Volvo estate has a turning circle of just 32 ft. (smaller than that of a Volkswagen Golf), and if you want to fill all that space with Mahler rather than luggage, a tailor-made stereo radio cassette comes as standard.

There's a whole world out there beyond the garden centre and school gates and what better car to take you there than a Volvo estate.

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Of course, there's more to safety than the ability to survive trouble.

As you can see elsewhere on this page, the Volvo estate is designed to avoid it, too.

◀ Into every life a little rain must fall. (Not to mention snow, sleet and hail.)

The Volvo estate is tested in temperatures that range from -40C to +40C and it's designed to cope with both extremes. (That's why you'll find busy Volvo dealers in both Alaska and Australia.)

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ABS brakes, for instance, are standard on all 940 models, while the 960 automatic also has a 'winter mode' that modifies the gear changes for snow and ice.

Not surprisingly, the latest report on Injury, Accident & Casualty Rates prompted The Guardian to highlight the Volvo as the "best pick of the large cars."



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# Kinnock's heirs divided over electoral change

By Robin Oakley, Political Editor

CANDIDATES for Labour's leadership and deputy leadership are sharply divided on questions of electoral reform.

Margaret Beckett, sharing the so-called "dream ticket" with John Smith as a deputy leadership candidate, says that it is "unquestionably true" that any move on electoral reform by Labour would be interpreted as defeatism. Her rival Bryan Gould says of such an argument: "It is garbage." He declares: "It is about time we had the courage to argue for what we believed in, rather than endlessly anguish about image."

The candidates were questioned about their attitudes by the Labour Campaign for Electoral Reform, which posed five detailed questions. John Prescott, a deputy leadership candidate, ducked the detail, replying in a single paragraph that he welcomed the Plant committee enquiry into electoral reform and would determine his attitude when it had reported.

John Smith, the clear favourite to win the leadership, answered in general terms, warning of the dangers of a "gentle slide" into a one-party state. He insisted: "I do not

accept that it is defeatist that the Labour party should fully examine the issue of electoral reform." He added that participation in the Plant committee's work should be extended to representatives of other parties such as the Liberal Democrats. But he rejected the idea of asking the committee to speed up its report on voting systems for the House of Commons in time for consideration at this year's party conference.

Mr Smith said in his response to the electoral reform campaign's enquiries that the only condition on which he insisted in reviewing the electoral system was preservation of the single member constituency. "I am therefore not favourably inclined to the STV [single transferable vote] system of large multi-member constituencies but recognise that such a link could be retained in an added member system."

The two candidates who gave detailed replies to the five questions were Ms Beckett and Mr Gould. Both supported cross-party membership of the electoral systems enquiry and Mr Gould said that it should look too at the creation of regional government, devolution and a new autonomy for local government. He suggested administration of the project by the reform group Charter 88.

Mr Gould said that the Plant committee should report early on the electoral system for the Commons, Ms Beckett that it should give priority to the European parliament.

Ms Beckett counselled that

moves on electoral systems by Labour would be used "ruthlessly" by others to claim Labour's defeatism. Mr Gould said that if there was a case for change it should be argued on its merits, whatever the risk to Labour's image.

Asked about the advantage of proportional representation, such as the additional member system, Ms Beckett said that the main merit would be the retention of single member constituencies. Mr Gould said that leadership candidates should not try to pre-empt the conclusions of the Plant committee but argued that it was unlikely Labour would adopt a change abolishing the single member constituency link.

In reply to the question: "Can you see any justification for retaining the present voting system?" Ms Beckett argued that the present system was broadly proportional, easy to understand and "allows the electorate not the elite to choose the government". She said that that constituted an "overwhelming" case for retaining first past the post for a legislative assembly.

Ms Beckett added that the electorate would have to be consulted in a referendum on a government proposing to change the system.

Mr Gould said more cautiously that as a member of the Plant committee he could see arguments for and against any system on offer. But he added that he was pleased to see the party adopt a proportional system for Scotland and the Greater London authority.



## MP told off for royal criticism

The Speaker, Betty Boothroyd, clashed with Labour MPs when one spoke at question time of "the monarch's private greed". Miss Boothroyd told Harry Cohen, Labour MP for Leyton, to withdraw the comment and she said that no criticism of any individual member of the royal family could be made other than on a substantive motion.

But Dennis Skinner (Bolsover, Lab) asked: "How big is the royal family? How many people aren't we allowed to criticise? Is Fergie still in it? Will Diana be in it in another three months?"

The exchange arose when Mr Cohen said that the estates of people from Lancashire, the Duchy of Lancaster, who died intestate went directly to the Queen. But William Waldegrave, Chancellor of the Duchy, said that such money, far from going to the Queen or the Treasury, went to local charities.

## Jobs package

A £28 million investment package creating up to 840 new jobs across Wales was announced by David Hunt, the Welsh secretary, during Commons questions. The projects involve 13 companies whose businesses range from automotive products to food processing and from manufacturing plastic mouldings to handling motor insurance claims.

## Donors sought

The department of health is mounting a seminar in September to look at ways of increasing the number of organs donated for transplants, Tom Sackville, health under secretary, said in a written reply.

## Out of service

The number of civil servants continues to fall, according to figures given in a written reply from Stephen Dorrell, financial secretary. In October last year there were 561,903, down from 585,155 five years earlier and down from 655,043 in October 1982.

## Class roll

Provisional figures for January show that there were 354,400 full-time qualified teachers in the maintained sector in England, Eric Forth, an education minister, said.

## Parliament today

Commons (2.30): Questions: Education; prime minister. Boundary Commissions bill, completion of committee stage. Debate on members' interest. Lords (2.30): Debates on identity cards and on the Earth summit.

## Shadow budget gets blame for defeat

By Jill Sherman, Political Correspondent

THE shadow budget was the biggest vote loser in Labour's general election campaign, according to a report published yesterday which will fan the flames of the current row about the election defeat.

The paper from the Labour Coordinating Committee, an influential left-of-centre group within the party, which includes Bryan Gould and Robin Cook, said the campaign was "an object lesson in how to make the most possible use of our assets."

John Smith's shadow budget set the agenda but it appeared to place a cap on people's aspirations regardless of their existing levels of earnings, argues the report. "It is the electorate's expectations of life under a Labour government which is important, not of calculations of immediate benefit." It points out that the pledges on child benefit and pensions boxed in the party, making it difficult to promise a substantial impact on health, education or the economy.

The critical report, *Beyond defeat: Labour's road to renewal*, concludes: "Our choice may be—never govern or never govern on our own again." Although it gives no overt backing to pre-election

deals it calls for a "new consensus" among the electorate based on a convergence of centre-left political forces.

Criticism is once again directed at the party's spin doctors. "The campaign was too down, colluding in the endless round of poll-obsessed sound bites and mindless photo-opportunities which numbed the voters and made the whole thing a gigantic turn-off," says the group. It argues that it is unacceptable for key individuals to set the agenda.

Paul Thompson, one of the authors, said that by replacing Margaret Thatcher with John Major, the Tories had removed at a stroke Labour's essential message "Time for a change". In the absence of any clear Labour strategy the policy differences between the two parties appeared to narrow. "Entry into the ERM drastically reduced many economic policy options with the result that we appeared to be arguing only about details with other parties."

With the citizens' charter adopting some of Labour's policies on public sector policies the party was left with "old-fashioned doses of welfareism" in its pledges to raise pensions and child benefit.



Holding the baby: Tony Blair with Kirsten Jensen, left, Freddy Caplin, and his mother Carole Tongue

## Labour backs maternity reforms

By Jill Sherman, Political Correspondent

TONY Blair, the shadow employment secretary, yesterday challenged the government to support an EC proposal which would give women 14 weeks' maternity leave on 80 per cent pay.

The proposal, which will be put forward at the EC social affairs council meeting in Luxembourg tomorrow, together with the 48-hour working week plan, has been supported by the European parliament and the Commission. It amends a compromise motion on linking maternity pay with statutory sick pay which was discussed at the council's last meeting.

"There are hundreds of thousands of working women in Britain that would gain from the directive, and I really do not see why we in Britain should be treated less fairly at the workplace than our European counterparts," Mr Blair said.

Gillian Shephard, the employment secretary, is expected to argue for the compromise motion which would give women earning £190 a week £52.50 a week, and those earning less than this £45.30 a week.

This proposal, which was

agreed by all council ministers in December last year, would cost "well under £100 million" according to the employment department. Britain abstained from the proposal on the principle that it was subject to qualified majority voting, rather than on policy grounds, the department said.

Under the new amendment to the proposal, approved last month, women would get £152 a week. The plan, which is unlikely to get majority backing, would cost an extra £500 million in Britain. It would be a significantly better deal than the

present maternity benefit of six weeks at 90 per cent of pay, if women have worked for two years at the same company, and 12 weeks of statutory maternity pay of £46.30.

Women who have been employed for between 26 weeks and two years are entitled to 18 weeks at £46.30 provided they earn enough to pay national insurance contributions. Under EC regulations, no country would be able to implement lower benefits than it has at the moment.

Mr Blair was joined by two pregnant MEPs, one

Danish and one English. Carole Tongue, MEP for London East, contrasted her entitlement for maternity leave with Kirsten Jensen, the MEP for Copenhagen. Mrs Jensen said that she was entitled to four weeks' leave before the birth and 24 weeks after at 90 per cent of earnings. Danish fathers are entitled to up to ten weeks' parental leave. "Tomorrow will be a crucial test of the government's commitment to the right of women to work and bring up a family," Mr Blair said.

Leading article, page 13

## Award recognises women's work

MORE than half of Channel 4's 443 employees are women, and one in three senior managers is female. The commercial television channel, which has three women directors and pays 50 of its women staff more than £50,000 a year, yesterday won the new national "Women in Business Award 1992".

Channel 4, based in Charlotte Street, central London, received its award at the London Business School,

which is sponsoring the event, together with British Gas and *The Independent* newspaper.

Yve Newbold, chairman of the judges and company secretary of Hanson Plc, said: "Channel 4... shows a very positive approach in fostering career progress for women employees. Our panel found this impressive for a company with far fewer resources than the large UK corporations."

A separate award for com-

panies with more than 500 employees went to Rank Xerox, whose headquarters are in Uxbridge, Middlesex. Of its 4,800 employees, 1,426 were female and one in 12 senior managers were women. Rank Xerox had demonstrated "innovative measures with its equal opportunities policy, has many programmes in place and is achieving formidable results", Mrs Newbold said. The winners were chosen from 31 entrants.

## Ministers braced for pay outcry

By Robin Oakley, Political Editor

DOWNING Street yesterday confirmed that the prime minister is expected to receive the report of the Top Salaries Review Board chaired by Sir David Nickolson on his return from the Lisbon European Council at the weekend.

The report will first be considered by Mr Major and by Norman Lamont, the Chancellor of the Exchequer, before going to cabinet.

With the report expected to recommend pay increases of 30 per cent and more for 2,000 top civil servants, judges and military personnel, ministers are resigned to a political outcry when the government has been seeking

to keep pay deals in line with the 4.3 per cent rate of inflation.

Implementing the expected recommendations in full could cost around £150 million a year. Although the board has to consider both comparability with the private sector and the problems of recruiting and retaining the best talents for public service, the government is not arguing that there is any particular brain drain away from Whitehall in the present recession.

Downing Street emphasised yesterday that it was the board, not the government, which had suggested the de-

ferment of the report until after the general election.

Alan Bell, the Liberal Democrats' Treasury spokesman, said yesterday: "There is no way the government can maintain a credible stance on wage restraint if it approves a 30 per cent increase for the highest paid people in the public sector having condoned excessive directors' pay increases in the private monopolies."

"The government has brought these problems about by its failure to implement a strong competition policy."

Janet Daley, page 12

## Cost of legal aid jumps to £760m

By Frances Gibb, Legal Correspondent

LEGAL aid cost the taxpayer £760 million in 1991, a 35.4 per cent increase on the previous year, prompting a demand for radical changes from the chairman of the Legal Aid Board.

The record bill, which rose by seven times last year's average rate of inflation, was announced in the board's annual report yesterday alongside an unprecedented rise of 19 per cent in civil legal aid certificates issued and of 18 per cent in bills paid for advice work.

The board is predicting that spending in 1992-3 will rise to £890 million. The current provision is only £682 million, and the board says that it will have to apply for a supplementary provision.

John Pitts, the board chairman, said: "Only radical changes to some aspects of the legal aid scheme can prevent the cost to the taxpayer continuing to rise at substantially above the rate of growth of national income."

He singled out the need for better management practice in solicitors' firms, courts, and other agencies involved with legal aid spending. Public money was being paid into a system which was inefficiently run. "Good management is far too low a priority in the rest of the system," he said.

Mr Pitts came out in favour of standard fees for lawyers in place of the present system of hourly rates. These would enable greater control of costs, he said. The present system of "taxing" (assessing) bills after the work was done could not control costs. "We have demonstrated substantial improvements in legal aid administration. Unless better management is achieved throughout the process of justice, costs will go on rising."

Most of the rise in costs could be attributed to increased volume of work and demand for the service, partly fuelled by the recession and the greater need for legal

help. But there were other factors, among them the higher average cost per legal aid case, which was double the rate of inflation.

Solicitors, he said in the report, were also suffering from the recession. "They appear to be striving to improve their cash flows by speeding up both cases and their claims for payment and by seeking legal aid work to replace work lost in other fields, such as conveyancing."

The largest rise in costs was in criminal legal aid in magistrates' courts where net spending was £286 million, some £59 million or 25.8 per cent over 1990/1. Civil proceedings accounted for £241 million and family proceedings £192 million.

In the past five years, the amount of payments to solicitors out of the legal aid fund has doubled while the number of practices doing legal aid work was said to have reduced. "This substantial increase in turnover for legal aid practices could have led to greater efficiency and lower average costs. This has not happened," Mr Pitts said.

He accepted that the improved administration and productivity achieved at the board had itself fuelled costs, because of the larger throughput of bills, with 99 per cent of magistrates' courts bills paid in six weeks and 86 per cent of applications decided in four weeks compared with 45 per cent in four weeks when the board took over legal aid in 1989.

Some 60 cases of suspected legal aid fraud are being investigated by the board's full-time team of investigators, the annual report disclosed.

Six solicitors face charges of defrauding the fund and another 29 cases are being investigated by the police. The cases represented only a small proportion of solicitors doing legal aid work but were "nevertheless disturbing", it said.



Bewigged, bothered and bewildered: barristers' traditional courtroom attire comes under fire

## Courtroom dress in the dock

By Arthur Leathley

THE Lord Chancellor, Lord Mackay of Clashfern, yesterday underlined his commitment to the widest possible review of what he termed the "extremely important question" of whether lawyers' wigs and gowns should be worn in court.

He said that the Queen would be consulted before any changes were made to legal sartorial traditions dating back more than two centuries. "The monarch has an important interest in these matters and in due course account will have to be taken of that."

Lord Mackay told peers that the consultation paper being prepared on court dress would involve groups representing all parties in contact with courts, including those who had appeared in the dock. He hoped that the consultation process would interest those outside the legal profession because the important aspect of the review was the effect of lawyers' dress on the public.

He refused to be drawn on his personal views on the subject which has divided the legal profession and prompted Lord Taylor, the Lord Chief Justice, to support alteration of the dress

code. Lord Mackay was speaking after a spirited Lords debate in which several senior lawyers, including Lord Donaldson, the Master of the Rolls, called for the traditional court costume to be retained.

Lord Campbell of Alloway, a former Crown Court recorder, told peers that wigs assisted the judges' sense of isolation which was essential to retain the authority and dignity of the judiciary. He said that the Queen might have to be consulted, as had William IV when bishops had wanted to remove their wigs in 1832. Referring to those who claimed that lawyers' dress made the profession pompous, Lord Campbell said: "Pompousness is a chronic occupational disease of the lawyer to a lesser or greater extent."

Lord Donaldson said that the essence of wearing robes or uniform was to distinguish the wearer from other people, and wigs and gowns "perform that quite admirably". Wigs might have the advantage of giving anonymity, showing the judge to be representing society, rather than simply himself. He accepted that they were often objects of mirth, quoting one

reference to them being "giant pan scouers".

Lord Brightman, a former Lord of Appeal, said that the wig had "survived as a picturesque custom" since the days of Louis XIV and argued that "it is in no sense an anachronism". The need for judges and advocates to be seen as officers of the courts had brought him "firmly and decisively" on the side of not changing the system.

Lord Ackner, a Lord of Appeal, said it was "vitaly important" that judges wore wigs for the anonymity and the security they gave. Some judges in Australia had abandoned wigs and gowns but reverted to them after two had been shot by angry litigants.

Lord Annan, the noted academic and Labour peer, said that he was in favour of gowns but against wigs which he said were "ludicrous". He accused lawyers of being reluctant to change a single part of their profession.

Lord Richard, Labour home affairs spokesman and a QC, said he had always disliked wearing wigs as they were "insanitary and extremely hot" and tended to smell.







# Serb shell kills five in Sarajevo bank queue

FROM JOHN HOLLAND IN SARAJEVO

A MORTAR shell exploded in a crowd at a bank in central Sarajevo yesterday killing at least five people and wounding more than 40 others, including three children, according to a witness.

Radio Bosnia-Herzegovina reported that several other shells fell in the vicinity. The shell, which was fired from a position held by Bosnian Serbs on a hill near by, exploded only 150 yards from the scene of a similar incident on May 24 when 16 people were killed while queuing for bread. A total of 14 people died in mortar, artillery and sniper attacks in the centre of Sarajevo and its old city yesterday. Serb bombardments were also reported in the historic Croatian port of Dubrovnik, and of another Adriatic town, Sibenik.

In the Sarajevo attack, a local television team filming

the Bosnian ministry of health, said: "People should be more careful. They have become too lax."

The shelling appeared to be yet another flagrant violation of a United Nations ceasefire agreement and is sure to bring further criticism and condemnation down on the Bosnian Serb leadership which had been making progress in regaining the confidence of UN mediators.

A UN official said: "They have to know that we are watching them. The fact that they have responded with full artillery on civilian targets after getting a few showers of machinegun fire is completely out of proportion."

Brigadier General Lewis Mackenzie, commander of the UN forces, was meeting President Izetbegovic of Bosnia at the time of the mortar attack. He went later to the Bosnian Serb military headquarters at the Lukavica barracks to seek an explanation of the firing.

Many observers agree that people had become more relaxed recently, perhaps out of a belief that the Bosnian Serb side was tiring of the fight. There was relative quiet in Sarajevo on Sunday, with practically no grenade, mortar or artillery fire until late in the afternoon. Although the artillery attacks on the old town increased overnight, it was relatively quiet when the shell fell, a time when people felt they could be out doing basic survival tasks.



The Bosnian government, which declared a state of war last week, has ordered the mobilisation of men aged 18 to 55, but the heavy fighting and sniper fire is preventing many from reaching their local military headquarters. Many crossroads in Sarajevo are simply impassable because of the sniping.

## Farmers mar MPs' setpiece congress

FROM CHARLES BREMNER IN PARIS

IN AN act full of historical irony, the French parliament retires to the palace of Versailles to reflect on the future of Europe today while several thousand riot police and armoured cars try to stop a small army of angry peasants from blocking the gates of Paris.

The farmers claimed that about 2,500 tractors were converging on the capital last night in defiance of orders from the local prefects to desert from their plan to close the main arteries in and out of the city.

The police said they doubted that, with the high price of petrol and the slow speed of tractors, the organisers could cause more than delays to traffic. Rural Co-ordination, the body running the "siege", vowed to stop only when the EC abandons its planned agricultural reform.

The desperation of the farmers has cast a pall over the special parliamentary session called in the splendour of Louis XIV's palace to bless changes in the constitution required by the Maastricht treaty. President Mitterrand summoned the special congress, only the fourth in the 34-year history of the Fifth Republic, at short notice last Friday after being forced to back down in a confrontation with the senate over the terms of the constitutional amendments.

Opposition leaders accused him of staging a stunt to strengthen his hand at the Lisbon summit at the end of the week. For the farmers and other opponents of Maastricht, the nation's largely pro-European political elite are as out of touch with the people as the old royal court.

In the virtual certainty that the revision will receive the

necessary three-fifths vote from both houses, the Mitterrand administration is looking forward to another round of the bitter inter-ethnic squabbling among the opposition Gaullist and centre-right parties that erupted in parliamentary debate last week.

Leaders of the UDF grouping, who favour the Maastricht accord, are barely on speaking terms with Jacques Chirac and his RPR, neo-Gaullist party, which abstained or voted against the changes last week. The Gaullists treated the UDF to tirades of invective rarely heard even in France's least decorous parliamentary debates.

Two leading UDF officials warned M Chirac yesterday that their parties would not support any future presidential candidate who voted against Maastricht.

Any political profit to be gleaned from opposing the European treaty appeared to be ebbing as new opinion polls yesterday showed French voters rallying behind a yes vote in M Mitterrand's promised referendum.

● Copenhagen: Danish farm organisations and opposition MPs reacted in angry unison yesterday to comments on French television by Jacques Delors that Denmark risked losing its farming subsidies unless it reconsidered its stance on the Maastricht treaty (Christopher Follett writes).

Hans Kjeldsen, president of the powerful Danish Agricultural Council, said M Delors' remarks were "blatant meddling in political affairs by a civil servant".

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Letters, page 13



Fog of war: smoke rising from Dubrovnik yesterday as Serb forces pound it with shells and mortars. The Croatian city is without electricity and drinking water

## Russia accused of new imperialism

Moldavia and Georgia have joined in attacking Russia's urge to dominate, writes Mary Dejevsky in Moscow, and Robert Seely reports on what is stake

ALEKSANDR Rutskoi, Russia's vice-president, was reported last night to have retreated from his most belligerent criticism of the leaders of Moldavia and Georgia, heading President Yeltsin's call for moderation and defusing the immediate upheaval in the Russian leadership. He also postponed a visit to Vladikavkaz, the North Ossetian capital. His retreat was not prompt enough or forceful enough to prevent the widening of the verbal war between Moscow and the two former Soviet republics.

In Moldavia, pro-Russian mercenaries and separatists, armed with Russian-made tanks "loaned" from a Russian army, continued to exchange fire with Moldavian forces yesterday as the spectre of war between the republics loomed. The town of Bender was reported to be back under the control of pro-Russian forces, with Moldavian forces digging in around the outer suburbs.

In Kishinev, Mircea Snegur, Moldavia's president, told an emergency session of parliament that the tiny republic was in a state of war with Russia. "We have to call a spade a spade — we are at war with Russia," Mr Snegur said. He attacked Russia's leadership, claiming Boris Yeltsin's government was seeking to establish military dominance over the region. Hundreds are reported to be dead and injured after three days of the fiercest fighting seen between pro-Russian separatist forces, supported by elements within Russia's 14th Army, and Moldavia's poorly trained and armed interior ministry troops.

Sporadic fighting was also reported yesterday from areas of the breakaway Transnistria region. Unconfirmed reports spoke of large movements of military hardware from west to east. The independent Interfax news agency said the equipment was believed to have been given to Moldavia by neighbouring Romania. Last night the Romanian army denied reports that its armed forces were involved. Interfax also quoted unidentified sources in Moldavia as saying that MIG29 planes, based near Kishinev, had been put on alert.

Geographically and politically, Moldavia is one of Europe's smallest and least notable nation-states. However, the increasingly bitter civil conflict raging there threatens to set the regional powers — Russia, Romania and Ukraine — at logger-

heads. Moldavia's civil war is ostensibly over a sliver of land called Transnistria, which lies between the Dniestr river and Ukraine's southwestern border.

The Slav, Russian-speaking majority who live in Transnistria, which is formally part of Moldavia, has rejected Moldavian citizenship and is seeking to remain in any political structure which resembles the former Soviet Union. Their leaders claim that Transnistria has historically been ruled from Moscow and voice fears that Moldavia's Romanian-speaking majority wants to reunite with Bucharest.

The hidden agenda for the pro-Russian activists is reunification with Russia. In the climate of political naivety in the Commonwealth of Independent States, some ethnic leaders are prepared to risk war to achieve their ends.

The worsening situation in Moldavia, largely ignored by Western media preoccupied by a host of bloody conflicts, has been manipulated by the same national communist forces which brought chaos to



Yugoslavia and may yet overwhelm Mr Yeltsin's attempts to introduce democracy and Western-style capitalism in Russia.

Eduard Shevardnadze, the Georgian leader, sent an open letter to Mr Rutskoi, blaming the Russian side for "ill-considered, frivolous and irresponsible actions" that had led to the breakdown of talks between the two republics. He also accused the Russian vice-president of personally ordering a halt to gas supplies to the republic from Russia.

Georgia officially denied earlier reports that Georgian

forces had threatened to storm Tskhinvali, the South Ossetian capital. A Georgian investigation group sent to the Tskhinvali region from Tbilisi came under fire, and in the exchanges one Georgian national guard was killed.

In a move which bodes ill for Russia, if only on the diplomatic front, Mr Snegur and Mr Shevardnadze were reported to have co-ordinated their response to Mr Rutskoi's televised statement. The Moldavian president's office quoted Mr Snegur as saying that "independent republics, both inside and outside the commonwealth, are coming up against the revival of Russian imperial thinking".

Disturbances were also reported yesterday from two other parts of the former Soviet Union. In the republic of Dagestan, which is part of the Russian Federation, widespread demonstrations were reported against Russia's decision to establish a state border with neighbouring Azerbaijan.

In Tajikistan, where there have been two unsuccessful attempts to oust Rakhmon Nabiyev, the president, armed clashes were reported in the southern province of Kurgan-Tyube between supporters and opponents of the government.

## Loyal warriors fear treachery

FROM BRUCE CLARK IN VLADIKAVKAZ, NORTH OSSETIA

THE Ossetians, a traditionally pro-Russian nation among the warlike races that inhabit the Caucasus mountains, are so disappointed with Russia that they are thinking of converting from Christianity to Islam, according to one of their leaders.

The warning by Aleksandr Rutskoi, the Russian vice-president, at the weekend that Moscow was prepared to use force in support of the Ossetians against their Georgian enemies may have sounded bloodcurdling to Russian or Western ears. Yet for the Ossetians, who have fought for Russia in almost every war for the past 200 years, Mr Rutskoi's statement was the bare minimum needed to save the Russians from being accused of downright treachery.

Bitterness is running high among the Ossetians — who speak a language close to Persian — because the Geo-

rgians have managed, under the leadership of Eduard Shevardnadze, the former foreign minister of the Soviet Union, to procure artillery and dozens of tanks from the former Soviet army. The guns and other weapons, originally intended to suppress resistance to the new Georgian administration from supporters of Zviad Gamsakhurdia, the former president, have now been turned against the Ossetians.

Until a relative calm descended in the past 48 hours, possibly brought about by Mr Rutskoi's threat, the Ossetian capital, Tskhinvali, had been struggling to hold out in continuous exchanges of artillery and machinegun fire against the Georgian forces that are surrounding it.

"If a leader were to arrive now and tell the Ossetians to convert from Christianity to Islam, they would all agree," said Alan Chochiyev, deputy

chairman of the South Ossetian parliament and a strong advocate of transferring the region from Georgian to Russian rule.

"People think that the Russians are more afraid of Azerbaijan because it is a Muslim nation and other Muslim nations might support it," Mr Chochiyev, one of the toughest warlords in the South Ossetian battle zone, said.

The Ossetians, who claim ancient links with England and Ireland, converted to Christianity early in the Christian era and since then have played a role akin to the Unionists of Northern Ireland in the complex politics of the Caucasus region.

Mr Chochiyev said that Mr Rutskoi at least appeared to accept the argument that if Russia abandoned its friends in Georgia, the whole of the northern Caucasus and ultimately southern Russia could become a war zone.

## Yeltsin begins to backtrack over radical reforms

FROM MARY DEJEVSKY IN MOSCOW

IN THE few days since President Yeltsin's return from America, evidence has grown that the Russian leadership has two faces and two policies and that the Gaidar government, feted in Washington, is neither as secure or untrammelled as Mr Yeltsin gave the Americans to believe.

In Moscow, the smiling face presenting radical reformist policies — the one that triumphed in America — is increasingly accompanied by a stern disciplinarian face presenting policies of state intervention. Barely a week old, many of Mr Yeltsin's reform measures are being quietly neutralised, and a "centrist" bloc — the "Civil Alliance" — has been formed.

Before his American trip, Mr Yeltsin announced measures designed to boost confidence in his reformist credentials. They included the promotion of Yegor Gaidar to "acting prime minister", a bill on government structures nominating Mr Gaidar to be full prime minister and a set of reformist decrees, including one on bankruptcy. The Russian parliament also approved a law on privatisation and the government's privatisation programme.

All this drowned the information that energy prices would be kept artificially low at least until next summer. It also seemed to give the lie to speculation that three recent government appointments had shifted its balance.

Things now look rather different at home. Mr Gaidar is nowhere to be seen. He put his signature to Saturday's government statement on the violence in Moldavia and South Ossetia — but the meeting at which the statement was approved was called and chaired by Aleksandr Rutskoi, the vice-president.

Over the weekend it emerged that Mr Yeltsin was preparing to sign a further set of economic decrees, which could delay implementation of the earlier decrees.

Vladimir Shumeiko, the first deputy prime minister, disclosed that a decree on state enterprises would make them share-holding companies from July 1. Mr Shumeiko noted that neither the decree on bankruptcy nor the privatisation measures should be implemented before the new decree was acted on.

The government also might pay a proportion of enterprise debts, Mr Shumeiko said.

Mr Shumeiko was speaking at the inaugural gathering of the "Civil Alliance". Its leaders include Nikolai Travin, who has strong support from blue-collar workers; Arkadi Volsky, the supreme representative of state industry, in particular the defence industries; Mr Rutskoi, whose support includes mildly reformist sections of the military; and Mr Shumeiko, whose background is in the defence industry. For the moment, they see their role as supporting and strengthening the government. But their founding platform amounts to a set of conditions that the Gaidar government must fulfil.

## Protest halts Moscow

BY MARY DEJEVSKY

MOSCOW police and Russia's conservative political opposition yesterday staged their biggest show of strength for months, paralysing the northern suburbs during the evening rush hour. The demonstration was part of a continuing attempt by the opposition to gain regular television air-time, but was also a general protest against the Yeltsin government.

Thousands of police officers, with helmets, shields and truncheons, backed by interior ministry troops, mounted police, special riot police and water cannon, converged on the Ostankino television centre where the opposition had planned a mass demonstration, banned by the authorities.

The organisers, a shadowy organisation called "Working Moscow" that combines the residue of the outlawed Communist Party and extreme nationalists, switched their gathering at the last moment to a Metro station near by and about 10,000 protesters marched towards central Moscow. The police made 14 arrests.

EC NOTEBOOK by George Brock

## Resourceful Germans recruit rule book in beer battle

The Anglo-German beer war bubbles on. The European Commission has not had an easy time writing rules on the use of artificial sweeteners in Europe's food.

The appearance and disappearance of the grave threat to the prawn cocktail crisp was quickly followed by the unfinished fight over a German law on beer purity dating from 1516.

Earlier this year Martin Bangemann, the German European commissioner in charge of the 1992 single market programme, added a last-minute footnote to a European Community directive on sweeteners. In a furious speech to the European Par-

liament, Caroline Jackson, the British Tory, denounced his discreet change as a fiddle to protect small German breweries from invasion and conquest by foreign brewers of low-alcohol beer.

The Reinheitsgebot, the 16th-century law of Duke Wilhelm of Bavaria, which still protects the purity of German beer, was not threatened by the Commission's proposed sweetener law, she said. Herr Bangemann said that he would withdraw his directive.

He did so only for long enough to reissue the document with a new twist. In the new version, a government



could prevent sweeteners being used in "traditional" beers which were brewed in Germany.

Mrs Jackson sniffs trouble again. The German government, under pressure from brewers fearful of competition, could easily classify low-alcohol lager as "traditional". She asks: "Since when has the brewing of low-alcohol beer been a long-hallowed ancestral tradition in Germany or anywhere else?"

Mrs Jackson vows to fight Herr Bangemann. Herr Bangemann's officials justify a beer-brewing opt-out for Germany by brandishing "subsidiarity", the latest Brussels buzz word. The expression was coined in an encyclical by Pope Pius XI in 1931 to enshrine the idea that social and political decision-making

should always settle at the lowest practical level.

Subsidiarity has been hailed as the answer to Danish doubts over the Maastricht treaty and, almost instantaneously, the word passed from obscurity to over-use. A legal and political minefield which is liable to spring surprises on all who try to champion it, the term is in constant use by Eurocrats as a magic charm to turn away the wrath of Eurosceptics.

Subsidiarity is a flexible enough to suit various purposes. Jacques Delors, president of the Commission, wants to cut down to size Carlo Ripa di Meana, his

obstreperous and talkative Italian environment commissioner. Subsidiarity offers the Frenchman a deliciously fashionable way to settle old scores.

Long and earnest discussions on protecting wild birds by Signor Ripa di Meana are boring M Delors. Bird directives are also hugely unpopular in France, where M Delors will want the hunting vote if he runs for the French presidency in three years' time.

The first meeting of the Commission at which M Delors airs his new schemes for reducing his colleagues' powers will be a lively one.

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**De Klerk flies back, page 1**  
**Leading article, page 13**

erted, by Hollywood-style "Godfather" folklore and Mafia experts" have already begun to speculate now far Gotti will be able to control the Gambino Family from prison.

**R**eaders of one New York tabloid meanwhile voided on who should play the convicted gangster in *John Gotti — the Movie*. The outright winner was Armand Assante, the Italian star of *Mambo King*, who has played Napoleon to Jacqueline Bisset's Josephine. Other suggestions included John Travolta, Anthony Hopkins and Al Pacino.

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ould always settle at some practical level. **Realism** has been the answer in Libya over the Maastricht and almost, although the war of attrition obscures a legal and political border which is liable to bring surprise on all sides to champion it. The is in champion it. The is in a magic charm away the wrath of

responsibility is a flexible to suit various purposes. **Delors**, president of the Commission, is cut down to size by the Maastricht



# Goodbye gardening

Philip Howard on the joys of a sunken garden

God Almighty first planted a garden. And perhaps it is the purest of human pleasures, provided that there is some body else to do the gardening. The gardens in old university colleges and bishops' palaces, with their barbed lawns and ancient mulberry trees and herbaceous borders, having delphiniums ranged to set off the imperial crowns just so, may be as near to paradise as it is possible for mortal man to get in his fallen world. But they depend on employing lots of gardeners to do the work. Without gardeners, or except as mindless make-work for unemployed spouses whose children have grown up, forget horticulture.

All human civilisation so far has been built upon the urge to escape the drudgery of gardening. There is a compost heap of sanctimonious cant talked about gardens, especially in England. To say that gardening is extremely arduous and boring and futile work, and that 99.9 per cent of English gardens are not worth the trouble, sounds as shocking as declaring that motherhood is an over-rated activity (also true).

This is why there was a gratifying earthquake of truth when the back garden of the Rowlands family disappeared down a collapsed mineshaft at Gunnislake in Cornwall at the weekend. The family was having a long lie in on Sunday morning. Mrs Rowlands said, "Darling, the earth moved. How was it for you?", and sure enough when they looked out, their back garden had vanished down one of the mineshafts with which that craggy part of the tinny country has been Gruyered for 20 centuries. Mrs Rowlands said: "It is a terrible shock. We have spent a fortune on the garden, and now we have lost it as well as our paddling pool, lawn mower and tools, all of which were in the garden shed."

Like the rest of us, she has been brainwashed into believing that gardens and gardening are virtuous. Ever since man and woman were ejected from the Garden of Eden, poets and other scribblers, who are notoriously idle when it comes to digging and weeding, have been trying to persuade the rest of the world that gardening is useful or even fun. The Epicureans were known as the Garden Sect because Epicurus taught in his garden. What he did there was write on about philosophy, and put the world to rights. Slaves, of course, did his gardening. Virgil wrote the *Georgics* for Maecenas, full of detailed advice about husbandry. But neither of them, nor Horace (enraptured by his Sabine garden), ever got his nails mucky. They had gardeners to do it for them, preferably pretty boys.

Western literature is mired with hypocritical praise of gardening, from *Piers Plowman* to Andrew Marvell to the modern glossy magazines and books, all pretending that horticulture is fun. It only ever was for the owners of stately homes with stately and underpaid gardeners.

Only Harold Nicolson and Victoria Sackville-West practised what they preached, and they employed workmen for the heavy bits. Even Virgil admitted that much gardening time is spent eradicating weeds, which are just flowers in disguise. Germaine Greer, our latest literary gardener, has it right: "Airborne filth settling on aphid honeydew would asphyxiate all those plants which survive the sucking, biting, chewing, riddling activities of the insects, if it were not for the fact that they are generally pecked to death by sparrows, dug up, trodden on, sat on or stolen, or simply annihilated by a blast of animal urine or overwhelmed by a cloaking turl, long before that."

Behind the compost, the fundamental laws of gardening are:

1. Astrobury is a giant leap for civilisation.
2. When Candide said that we must cultivate our gardens, either he was joking, or Voltaire could afford to employ gardeners.
3. Better a patio with a few pots and a Grecian sculpture than an acre of mud and greenery.
4. Stella Gibbons was not kidding when she spoke of something nasty in the woodshed.
5. What grows best is what you need least.
6. Most English men and women have had enough of gardening, and are just about ready to throw in the towel, if they were not so brainwashed by the non-gardening literati.
7. Fancy thingamajigs advertised in the colour supplements don't work.
8. If you must garden, Cornwall is the place for it, just above a disused tin mine.

London's outmoded health care system must brace itself for radical reform, argues David Willetts

# Hospitals on the critical list



Florence Nightingale: early reformer

The emotions generated by the London teaching hospitals are as intense as those for the old regiments. Proposals for mergers or closures will always be bitterly opposed. So the challenge facing the health secretary Virginia Bottomley — how to prune the expensive and wasteful concentration of hospitals in London while providing better medical care for the average Londoner — is formidable.

As today's King's Fund report on the capital's health service will surely show, it is not at all clear that the pattern of care matches current needs. Basic services to London's residents are not good enough, even though London has had favourable treatment for years, with 20 per cent of England's hospital budget and 20 per cent of its NHS staff for only 15 per cent of the population.

Standards in some of the inner-city general practices are scandalously low, and many community services for groups such as elderly people are poor. Londoners are quite likely to bypass their GP and go straight

to hospital for attention, which is not surprising when so many well-known hospitals are so close. Every year, 145 cases end up in hospital for every thousand Londoners, as against 125 cases in England as a whole. And when patients get into hospital they tend to stay longer and at a higher cost than elsewhere in the country. London's defenders argue that it is a special case. Certainly there are particular problems: a mobile population, pockets of great poverty, the difficulty of discharging people to poor domestic surroundings.

One element of Mrs Bottomley's policy should be fewer hospitals on fewer sites. Too much time and effort still go into maintaining historic buildings (the 19th-century Poor Law Guardians built so much that they have left us a distinctive architectural style, nicknamed Guardians' gothic).

In some cases this will mean closures: in others, mergers or — perhaps most attractive of all — migration.

At least one teaching hospital could be moved out of London. Such an apparently radical step is actually in the long tradition of the London hospitals. As far back as the 1860s, there were ambitious plans to move St Thomas's to the edge of London. Florence Nightingale campaigned ardently for that and for other such moves, but usually the medical staff succeeded in opposing them. St Thomas's was finally rebuilt on its current site in 1871.

Such a policy will work only if

accompanied by radical reform of medical education. There is still an assumption in some of the upper echelons of the profession that the only serious medical education is in London, Oxford or Cambridge. Just under half of all English medical students are in London. This enormous teaching load means that the capital tends to suck in cases to help train medical students. Thus, despite being a high-cost provider, London treats a net inflow of patients from outside. Some of these are essential referrals to national centres of excellence, but many of the others are "bunions from Barrow in Furness". As hospitals

outside London develop, and with money following patients, this inflow is declining and funding is being cut back.

Some medical education will need to shift outside London to where the patients are. This is an opportunity to develop patterns of medical training which recognise that more than half of all medical students will go on to become GPs.

The third element of Mrs Bottomley's strategy should be the improvement of primary care. There has been a huge increase in spending on GPs (up more than 50 per cent on top of inflation since 1979), yet still stubborn problems remain in the inner city. The government would understandably be reluctant to change the GP contract again in order to address these, especially as the new contract provides extra help and incentives. A better approach would be to encourage greater diversi-

ty. Family health service authorities in London could be given greater freedom in choosing how to contract for health care on behalf of their patients. They might employ some salaried GPs, or even contract directly with community services currently based in hospitals.

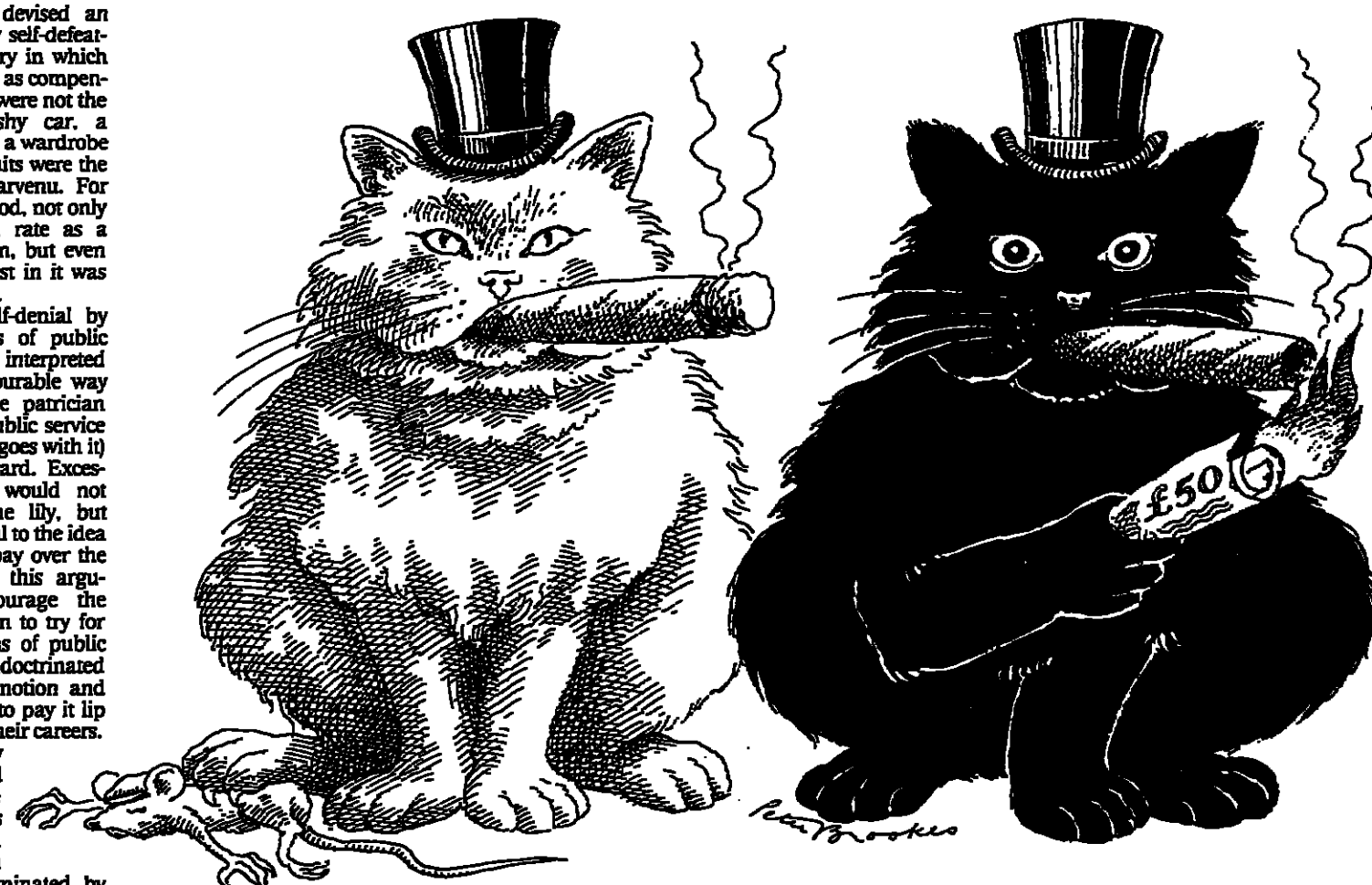
Today's report from the King's Fund follows many other such enquiries: indeed the London problem goes back to before the NHS itself. The government's Tomlinson report, due to be published early in the autumn, is itself expected to recommend radical change, including the closure of named hospitals.

Closing London hospitals, reforming the pattern of medical education, and improving inner-city primary care is an ambitious and substantial programme. It will encounter enormous political obstacles. But the prize of a better balanced health service and better care for Londoners will make the political battle worthwhile.

The author is Conservative MP for Havant.

# Why fat cats get the cream

Janet Daley on the professional classes' thirst for cash



Once there was a kind of chic in not being excessively rich. Britain had devised an elegant if ultimately self-defeating form of snobbery in which money acted mainly as compensation to those who were not the real thing. A flashy car, a swimming pool and a wardrobe full of brand-new suits were the give-away of the parvenu. For the great and the good, not only was money second rate as a source of satisfaction, but even to express an interest in it was thought demeaning.

This material self-denial by people in positions of public influence could be interpreted two ways. The favourable way could be called the patrician ethic, which held public service (and the power that goes with it) to be sufficient reward. Excessive remuneration would not only be gilding the lily, but would be detrimental to the idea of selfless duty: to pay over the odds, according to this argument, would encourage the wrong sort of person to try for the job. Generations of public school boys were indoctrinated with this idealistic notion and felt obliged at least to pay it lip service throughout their careers.

The other view of this high-minded dedication to the common weal was that it descended from a time when public life was dominated by people who did not need to earn a living. To be disdainful of earned income was a prerogative of the inheriting classes, who although in a minority in public office, promulgated their own haute couture and made it anathema in proper circles to admit to worrying about how much one was going to be paid. Being dismissive of money, in other words, was not so much altruistic as aristocratic.

Of course, the upper middle classes who dominated the professions and the civil service did need to support themselves. But as long as gentility counted for more than disposable income, and while ostentation was positively abhorred, one's income

needed only to be sufficient to keep one a decent distance from the common herd.

That the higher professions were discreet to the point of paranoia about their real earnings and modest in their tastes (as befitted the gentlemanly lifestyle into which they had been apprenticed) meant that among the educated, any overt interest in money was frowned upon, and the robust enthusiasm for creating wealth which a capitalist economy requires fell into disrepute. This genteel decadence is widely thought to have been extinguished by Thatcherism. Instead, it has simply been deranged. Out of this dis-

array have come various bizarre anomalies, of which the absurd demand by Britain's professional elite for "competitive" salaries is one.

Note that the language of the marketplace has been adopted enthusiastically: the Whitehall permanent secretary and the high court judge now prefer to cast themselves as commodities on the talent market. The nation must bid for their services in the ruthless cut and thrust of the great employment souk. If our offer falls below the going rate for their job description, they will unsentimentally decamp to the highest bidder. We are invited to amend our

view of this powerful caste, to stop seeing them as products of inbred, hierarchical systems with codes so arcane as to require the most careful tutelage in youth, followed by a professional lifetime of dedication to their byzantine sacraments.

In keeping with the new vogue, we must accept them as free-spirited, entrepreneurial sellers of their services, as entitled as anyone else to conduct an auction. The trouble is that they want it both ways, demanding the rewards of the market alongside not only personal job security, but an incontestable (virtually medieval) authority over their own professions. The

market may have become the dominant metaphor of public discourse, but its real meaning seems to be as obscure as ever.

An interest in money may no longer be regarded as unwholesome. There is a real (if confused) perception of the connection between the health of the economy (which is to say the capacity of people to buy things) and the safety of our political freedoms. But top people who see themselves as both upholders of a tradition and as self-motivating buccaners have not yet understood that the marketplace cannot coexist with the old incestuous professional fraternities.

The titles, esteem, ritual paraphernalia (like the currently disjunct wigs and gowns of judges) and the assured gongs of public service are more than perks of office. They are rites of passage in establishment life, which is a priesthood of sorts for which novitiates are groomed from their earliest years. If Whitehall and the judiciary really wish to be accepted simply as career steps in an open-ended meritocratic free-for-all, then they will have to accept drastic restructuring of their professional practices. Opportunities for late entry and career switching, social accessibility and the dismantling of their exclusive recruitment and training procedures are a bare minimum of reforms needed before these professions can begin to claim to have entered into the spirit of the market economy.

The higher professions have always been self-serving in their restrictive practices and resistance to any government attempt to reduce their power. Remember the furore when the Lord Chancellor threatened to allow solicitors to contest the barristers' monopoly on rights of advocacy? This week, medical consultants — fat cats by anybody's standards — have been accused of operating a virtual cartel on charges for private operations. Whitehall permanent secretaries occupy a unique (and literally incomparable) position of influence over civil service conduct. More than unaccountable, they seem to be scarcely accountable at all in any publicly visible way.

Whether the old gentlemanly carve-up is a defensible way to run our most powerful institutions into the next millennium is a debate worth pursuing, although this prime minister, for all his talk of citizens' rights and classlessness, seems less interested in it than his predecessor. If we are not careful, we may end up with the worst of both worlds: the old boy cabals, with all their dislike of risk and innovation, going hand-in-hand with the new rapaciousness.



...and moreover

CRAIG BROWN

In the past few days, a touch of *nostalgie de la boue* has infected the showbiz correspondents of many national newspapers. Twenty years ago, they could be sure that the start of summer would herald a glorious pageant of rock stars misbehaving themselves. Having inked these annual debauches into their diaries, they are now loath to let them go. This has resulted in the press converging on the Conrad Hotel in Chelsea, where two different acts — Prince and Guns 'n' Roses — are staying.

Alas, the press vigil at the Conrad Hotel has so far yielded paltry dividends. Last Friday, the lead singer of Guns 'n' Roses, Axl Rose, was reported to have thrown a table across the room when a barman asked him if he was a resident. On Sunday, this story shrunk when a hotel employee explained, "It was a very small table". Meanwhile, Prince has been as good as gold, spending most of his spare time in the hurly-burly of the hair-dressing salon.

Things were not always like this. Even in the 1950s, pop stars knew how to behave in the manner expected of them. In 1958, Jerry Lee Lewis was forced to cancel his British tour after just two concerts, when the press discovered that his wife Myrna was only 13 years old. Though only 22 himself, Lewis was on his third marriage. He had married first at 14. "Hell, I was too young," he later commented. He had married second — and bigamously — at 16.

"I guess I was still too young," he explained.

By the mid-Sixties, bad behaviour had become obligatory for all pop stars. P.J. Proby was probably the most diligent in this respect, splitting his tight velvet trousers on stage on three nights in succession, leading to the cancellation of his tour and a complete ban from television. His comeback in 1968 ground to a halt after his foul language on stage led the theatre management to pull the curtain down on him. P.J. Proby's record was beaten only by Jim Morrison of The Doors, who in a brief but sparkling career faced a variety of charges, among them vagrancy, failure to identify himself, indecent exposure, open profanity, lascivious behaviour, breach of the peace, drunk and disorderly conduct and even skyjacking.

Probably the best-known of all the troublemakers were the Rolling Stones, whose debut offences occurred as early as March 18, 1965, when they were each fined five pounds for urinating in public outside a petrol station in Romford. These days, of course, they are all quite rich enough to employ people to urinate in public for them. Mick Jagger votes Conservative, and no doubt there is a blue plaque on the petrol station.

There was a brief burst of bad behaviour in the second half of the Seventies. A male pop star called Alice Cooper, who owned a pet python, shocked everyone by biting the heads off live chickens on stage. A couple of

years later, when the punk movement began, outraged Tory backbenchers everywhere were queuing to express their deep-seated revulsion at the noise, my dear, and the people. Rare was the chat-show host who did not have to nip to the dry-cleaners after an interview with a punk, rarer still the high-rise hotel that had not been reduced to a bungalow. Like Alice Cooper, singers then tended to have funny names like Meat Loaf, Sting and Poly Styrene. Nowadays, these names seem part of the furniture. Alice Cooper now plays regular rounds of golf with former US president Gerald Ford: Meat Loaf is a frequent guest of the Duke and Duchess of York; Poly Styrene appears on religious programmes, and Sting is a patron of rainforests.

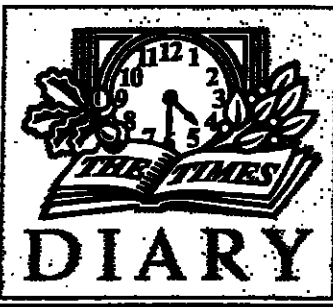
Even dead pop stars seem to be behaving impeccably. In her autobiography, *Voices of Love* (1986), Doris Stokes, the late medium (if it is such a thing), recalls making contact with the dead pop star Marc Bolan. "Marc was telling his mother about his new life on the other side and the friends he'd made," Mrs Stokes relates. "He was particularly thrilled to have met his idol Elvis Presley, and he brought him along to say hello. Marc introduced Elvis to his mother, and Elvis introduced Marc to his mother, who was with him on the other side." Such homeliness is hard to stomach. If only Mozart and Liszt were resident at the Conrad Hotel, the joint might still be jumping.

## Don't bank on it yet

BANK OF ENGLAND staff may have choked on their Earl Grey tea when they heard Sarah Hogg tipped to be the next Governor of the Bank of England, but she is not the only woman in the running.

She will face tough competition from Rosalind Gilmore, who chairs the Building Societies Commission. Gilmore, one of few women in the upper echelons of the civil service, held a string of senior treasury jobs before being seconded to the commission in 1989. She is regarded as a cunning strategist and has a reputation for intimidating less educated building society bosses. Insiders suggest that she is rated more highly than Hogg, though Hogg is a friend of John Major and has a higher profile.

As head of the Downing Street policy unit, Hogg is the most powerful woman in Whitehall. She is a member of the great Tory dynasty of Boyd-Carpenters. Not an easy boss, she skidded round Fleet Street in the 1980s, working for *The Economist*, *The Sunday Times*, *The Times*, Channel 4, *The Independent* and *The Daily Telegraph*. If she wins the £165,000 job as governor, it will preclude her husband, the foreign office minister Douglas Hogg from becoming Chancellor of the Exchequer. He has already turned down one Treasury job because of a conflict of interest with his wife. Robin Leigh-Pemberton, the current governor, steps down in June 1993. His successor will be announced by the Queen in December this year, but Lady Hogg is rated fourth at 6-1. Sir David Walker, chairman of the



Securities and Investments Board, is favourite at 7-4. Sir David Scholey, chairman of Warburgs, and Eddie George, the deputy governor, are joint second at 11-4. So far, in two weeks, Ladbrokes has taken £10,000 in "fun bets".

● The culinary grandeur of the Ritz is under threat. Keith Stanley, the head chef who has fed the Ritz clientele for the past four years, is leaving, and his sous chef, Guy Krenzer, is going too. Speculation about a tiff over the truffles is being denied by the Ritz. Stanley, who is heading for "better things", says he has two options. Krenzer, a winner of an award for the best cook in France, is said to be returning there to a chateau. The departures will create difficulties for the Ritz. Word in catering circles suggest that John King, formerly of Les Ambassadeurs and the Ritz Club, has been approached for the senior post.

## Tartan the place up

STAFF at the National Galleries of Scotland are invoking the spirit of Banquo in a battle with their English director, who is proposing to dress them all in tartan trousers. Timothy Clifford, the galleries' director, wants to commission royal kiltmakers Kinloch Anderson to make the uniform, which would replace the present

navy blue outfit. The intention is that the tartan, based on a variation of the Black Watch tartan, would be in place in time for this summer's Edinburgh Festival.

Not everyone is impressed by Clifford's plan to emphasise the Scottish heritage. Staff feel that he is turning the galleries into a Scottish theme park. Sir Nicholas Fairbairn, the Tory MP for Perth and Kinross, says: "The Black Watch tartan belongs to the regiment of my constituency. Defiling and deforming it is scandalous."

Some of the locals have already made their views clear. In large letters on the side of the gallery is the slogan "Go Home English".

● Liza Minnelli, who tonight gives her charity tribute to the late Sammy Davis Jr at the Albert Hall, will be hoping to make a fast exit after the mandatory handshake with the Princess of Wales. Minnelli has been invited to the Coliseum, where the English National Ballet is staging Liza's work choreographed by Ben Stevenson as his personal tribute to Minnelli for her help in resurrecting the Washington Ballet in the 1970s.



## Stock exchange

A SMALL BUNDLE of charred sticks is expected to fetch £15,000 at Sotheby's today. The 21 wooden tally sticks date from between 1250 and 1260, and are claimed to be part of a bundle which burnt down the original Palace of Westminster in 1834. The sticks, pictured on page 14, were used as receipts by the Royal Exchequer for the 12th and 13th centuries, but after the Great Reform Act of 1832, they were sent to be burnt — the Victorian equivalent of the shredding machine. When the fire

went spectacularly out of control, the whole palace was lost.

Christopher de Hamel, who is in charge of illuminated manuscripts at Sotheby's, says the auction house sold six tally sticks in 1986 for £6,000. He laments the loss of the others. "That's the civil service for you," he says. "If the Reform Act had been 20 years later, they would have fallen into that era when all things antiquarian were worshipped and would have been saved. But some unthinking administrator just burnt the lot." Had it not been for that obvious civil servant, Sir James Barry's gothic Houses of Parliament and Big Ben would not have been built.

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## Juan lost

BRITAIN does not have a monopoly on royal gossip. Spanish high society is abuzz with the activities of King Juan Carlos, who has just been back from Switzerland to say he disappeared a week ago, cancelling his annual garden party at the palace, missing his father's 79th birthday, delaying the swearing in of a new foreign minister and forging his favourite annual bullfight. The government said the king had gone for a medical checkup. The Zarzuela Palace said he was on holiday, but did not say who with. The Spanish press has been less reticent.











Cambridge  
nos results

## OBITUARIES

### LI XIANNIAN



Li Xiannian, president of China from 1983 to 1988 and head of the Chinese People's Political Consultative Conference from then until his death, died on June 22. He was born in 1905.

LI XIANNIAN's career in the service of China's revolution was longer and more continuous than that of any other member of the first generation of Chinese Communist Party leaders. He once had the temerity to criticise Mao Tse-tung when Mao was still party chairman, and he was strongly opposed to the pace and scope of economic reform promoted by Deng Xiaoping. Unlike Deng, who was twice discarded and narrowly escaped ruin if not worse, Li saw unbroken service in Peking in the upper ranks of government and party from the time of his appointment as finance minister in 1954 until his death.

His elevation to the presidency in 1983 was partly a tactical move by Deng Xiaoping to remove from the centre of power a man who retained some sympathy with Maoism. But it was also a fitting culmination of a long career which had begun in the days when the communists were struggling to overthrow the Kuomintang and had continued through the vicissitudes of post-1949 China. Afterwards, although his post as chairman of the Chinese People's Political Consultative Conference (CPPCC) was largely powerless, he remained until his death one of eight aged leaders — informally called "the immortals" — credited with exerting a powerful influence on Chinese politics from behind the scenes.

Li Xiannian was the son of a poor peasant, and apprenticed at an early age to a carpenter. He joined the

army in its northern expedition in 1926 but when the Kuomintang broke with the Communists in the following year Li joined the Communist Party. He spent five years, not in the liberated area in Jiangxi province where Mao's career took shape, but in a similar area, known as Ouyuan, which straddled the provinces of Hubei, Henan and Anhui.

The political leader there was Zhang Guotao, who later quarrelled with Mao and left the party. As in Jiangxi, the guerrillas were under constant attack and in 1933 they moved into northern Sichuan; there they were joined by the Jiangxi contingent which was by then some months into the journey since known as the Long March.

At this juncture, and more than once afterwards, disagreements led to the party's military units following different routes under different commanders. Li's odyssey lasted the longest. The force under his command had only reached the fringes of Gansu and Qinghai province by the time that the various tributary streams of the original marchers were gathering round Yanan. His battered and tiny contingent, much reduced by desertion, was the last to arrive at the Communist headquarters at the end of 1937.

During the wartime truce between the Communists and the Kuomintang Li was briefly associated with a second army, known as the New Fourth, which was set up in central China. But he then returned to Hubei, where he took part in the formation of what became the Second Field Army, commanded by the popular General Liu Bocheng, which shared in the final Communist victory in 1949. Li was Liu's deputy and Deng his political commissar.

After 1949 Li served first in

his home province of Hubei as party secretary, military commander and governor before being transferred, rather surprisingly, to the finance ministry in Peking in 1954. He became a vice-premier in the same year and at the eighth party congress in 1956 was promoted to the politburo.

He contrived to keep on good terms with most of his colleagues most of the time, and held posts as an economic planner continuously through the trials of the Great Leap Forward (1958-61), the reversion to incentives that followed (1962-65), outright attack on the party in the Cultural Revolution (1966-68) and the continuing strug-

gle within the party until Mao's death (1969-76).

As finance minister in 1958 Li criticised Mao's attempt to bring about instant growth as unattainable. Li was dubious about communists but unwilling to oppose Mao outright. His anxieties over the balance between central control and local initiative reflected an issue which bothers China to this day.

During the Cultural Revolution Li suggested that the "Little Red Book" — the sacrosanct collection of Mao's sayings — should not be taken too literally. He was attacked in Red Guard posters, was briefly sacked as minister and once had to face severe heck-

ling from three thousand teenage Maoists. But he survived, as many of his colleagues did not, and later in the 1970s, when the Cultural Revolution was under attack, he no doubt gained from the criticism he had suffered.

After Mao's death he emerged as the third member of the trio led by Huo Guofeng — the other was Ye Jianying — and at the 11th party congress, controlled by Huo, he was made a party vice-chairman and a member of the standing committee of the politburo.

Only when Hua's over-ambitious economic plans were put into effect in 1977 and 1978 did Li run into trouble. The sober, hard-headed realist had joined in too sanguine a view of the Chinese economy, especially the ill-founded prospect of vast oil production. With the cutbacks of the early 1980s, when Deng took charge, Chen Yun was given authority over Li as supervisor of the Chinese economy.

By 1981, Hua had been downgraded to the back benches of the central committee, and Ye was evicted from real power, though with much more difficulty, at the 12th party congress in 1982.

That left Li as the remaining focus for anti-Deng or pro-Mao partisans and his choice for the presidency moved him away from the centre of power. In his first speech after taking office he showed his continuing sympathy with the inheritance of Mao. He was not prepared to be simply a figurehead. He spoke out firmly in defence of Peking's policies in Tibet, telling critical American congressmen to mind their own business. And, shortly before a visit to China by the Queen, he made a speech pointing out that the "gunboat diplomacy" that had humbled China before the nineteenth century military might of the western powers.

He differed with Deng on the speed and extent of economic reform, continuing to place his faith in centralised control. He was at odds, too, over the party's image and while other senior party leaders began wearing Western-style suits in the mid-1980s, he remained a dour figure in Mao suits and cloth shoes.

After five years as president he was forced out to make way for Yang Shangkun, the present head of state, but he continued to play a political role, replacing Deng Yingchao, the widow of Chou En-lai, as the chairman of the Chinese People's Political Consultative Conference. His influence was noted when the consultative conference delayed circulation of Deng's speeches when Deng launched a programme of economic reforms in an attempt to outmanoeuvre government hardliners. Li was also believed to have criticised Zhao Ziyang, the liberalised party leader in the run up to the pro-democracy campaign in 1989 and when the pro-democracy activists occupied Tiananmen Square Li was among the senior leaders who urged the government to use the army to bring the situation under control.

Li was last seen in public in February 1991 and had not attended meetings of the CPPCC for more than a year but he was believed still to be a significant political figure. Li's official obituary issued jointly by the Communist Party, the parliament, the cabinet and the military lauded him as "a great proletarian revolutionary, statesman and strategist, a firm Marxist and an outstanding party and state leader".

Li was probably not simply a factional leader. Caution, skill in political manoeuvres, adaptability and, not least, an ability to avoid provoking enmity must all have contributed to his remarkable survival.

### THOMAS HUME

Thomas Hume, CBE, director of the Museum of London, 1972-77, died in King's Lynn on June 16 aged 74. He was born in Newcastle upon Tyne on June 21, 1917.

MUCH of Tom Hume's career was spent dealing with the second world war's impact on museums in this country. The high points were the rebuilding of Liverpool Museum in the 1960s and the creation of the Museum of London in the 1970s, both made necessary by wartime destruction. Two strands permeated all he did for museums: he never lost sight of their educational purpose, and he resisted English insularity, seeing museums in a world context.

Hume did not fall into the category of museum showman/director: he was a great delegator and gave credit to his staff where it was due. But his achievements are permanent. After completing war service in the Royal Air Force Hume read history at King's College, Durham (now the University of Newcastle). He became curator at Kirkstall Abbey, Leeds, at the age of 31. In 1952 he moved to the Buckinghamshire County Museum, Aylesbury, to be in charge of the schools education service and in 1953 took over as curator of the museum.

In 1960 Liverpool city council appointed him as its museum director with the primary task of managing the reconstruction of the main museum in William Brown Street. An air raid in May 1941 had almost completely destroyed it although, fortunately, most of its collections had been removed to safety. The task involved creating, behind the 1860 facade, a completely new museum of 55,000 sq ft, designed by the city architect Ronald Bradbury.

Hume's first task was to develop the staff necessary for the scale of the project. This meant not only more curators but, rarely for museums at that time, the creation of specialist departments for design, conservation and education. The building was completed in two phases: financial restrictions meant the new displays took longer. The result was that the task occupied the whole 12 years that Hume worked for the city. Phase I was opened on March 25, 1966, by Harold Wilson, then prime minister and in the middle of an election campaign.

In 1969 Phase II was completed with the principal galleries, planetarium and coffee shop. The last of the new galleries to be displayed under his direction was the Port of Liverpool Gallery, opened in July 1971. Some of the richest collections outside London had, after 30 years, finally regained their proper place as a source of inspiration and enlightenment for a wide public.

With such a record of achievement, it was not surprising that in 1972 the board of governors of the Museum of London appointed him as its director in succession to Norman Cook who, with Donald Harden, had fought since 1959 for a new building in which to amalgamate the Guildhall and London museums. Although not bombed out of their premises they had been displaced by other departments of the Corporation of London and government respectively and were each in temporary premises.

Building work had started and gallery design was under way before Tom Hume arrived. The difficulties were considerable. It was a time of high inflation. Three funding parties were involved: government, a rather reluctant Greater London Council and the Corporation of London. The client for the building was technically the Corporation of London, not the board: it was to be tenant. Two museum staffs on different conditions of service had to be amalgamated into one.

To resolve these issues on a project well under way required all of Hume's skill but the result was a triumph. The new museum was opened by the Queen on December 2, 1976, its costs having risen by no more than the rate of inflation. Despite an awkward site and difficult access, the Museum of London has been a popular success.

Hume retired in 1977. This gave him more time to devote to wider museum interests.

He had long been associated with the International Association of Transport Museums, of which he was vice-president, and the International Council of Museums, of which he chaired the British national committee. Once retired he directed the ICOM/Unesco museum exchange programme in 1978-79 and he also acted as a consultant on a number of museum projects in the Middle East. From 1977 to 1986 he was a member of what is now the Museums and Galleries Commission.

He is survived by his wife, a daughter and two sons.



### REG HARRIS



Reginald Hargreaves Harris, world champion racing cyclist, died on June 22 aged 72. He was born in Bury on March 1, 1920.

REG Harris brought courage to a natural talent for sporting achievement. He needed it in a life that was punctuated by adversity, both on and off his bicycle, and by controversy.

He was riding through the lanes of his much loved Cheshire only two days before his death when he was believed to have suffered a minor stroke. Heart problems had featured in the later years of his life but, true to character, he was at first reluctant to go to hospital. Finally he agreed, but there suffered a further stroke. Only last week he had attended a reunion of former British Olympic Games medalists at a ceremony in Manchester in the presence of the Princess Royal.

During his racing career Reg Harris won five world sprint championships, one as an amateur and four as a professional, and broke world records. He had set himself the highest standards and in retirement he was critical of the state of British sprint cycling. Indeed he felt so strongly that thirty years after he had won his first national amateur championship, Harris made a comeback. He proved his point by winning the British professional title at Leicester in 1974 at the age of 54.

Reg Harris grew up in Lancashire, the son of a shoemaker, and saved the money from his work at a local paper mill to finance his passion for cycling, which had started as a schoolboy. He was prepared to work seven days a week during the winter in order to cycle during the summer. During the war he served in the 10th Hussars and was considered lucky to have escaped from a blazing tank in North Africa after an encounter with the Germans. Injuries from that incident kept him for almost a year in military hospitals and convalescent homes before his discharge as "medically unfit".

Harris was always reluctant to discuss the background to his injuries. Instead, he demonstrated his great courage in setting about regaining the speed that had seen him selected for Britain's world track championship team in Milan in 1939. But, with war appearing to be just around the corner, the team was

ordered home before the competition started. Declared unfit for further military duties, Harris had returned to racing a year before his discharge and in 1944 won his first British amateur sprint title, his speciality. He was to continue an unbroken run of successes through to his last in 1947. By that time he had exchanged the scrawny legs of a teenager for two well-muscled adult pistons that drove him at 40mph in a finishing sprint.

Harris, once a railway ticket clerk, became the first of a group of young British riders to attempt to join mainland Europe's racing "circuit" and, for many years, was the only one to succeed. His reputation was quickly established and at the back of his mind was the thought that, with so many of the top Continental riders passing into the autumn of their careers, the possibility of turning professional had greater attractions, especially financial ones, than remaining an outstanding amateur. When Harris won his first world

sprint title on the original Parc des Princes track in Paris in July 1947 he had succeeded in overcoming those wartime injuries and took Britain's first "rainbow jersey" (arc-en-ciel) since the victory of Harold Johnson in 1922.

Harris was fortunate in two respects at that time. He had an invaluable rapport with a Manchester Wheelers team colleague, Tom MacDonald, and he had also attracted the support of the country's foremost cycle manufacturer, Raleigh. But the lonely transition to the cash ranks (there were no other British professionals at the time) was suspended for another year.

Harris wanted to win the Olympic title at the London Games in 1948, knowing that it would enhance future contract money and make him an attractive asset to a sponsor. His build-up for the Games was disastrous. When the British track season started on the Good Friday with the traditional opening meeting at Herne Hill he was missing.

Driving to the venue Harris was involved in an accident serious enough to jeopardise his Olympic hopes and, possibly, his entire future as a champion cyclist. He had two broken bones in his spine and doctors were not optimistic about a permanent recovery. The courage of Harris was evident again. Within a month he was riding, albeit at a snail's pace, and in early May he returned to competition.

There was a further setback to overcome when, in one of his early races, Harris crashed, breaking a bone in his wrist. The Games were only a month away; Harris had been selected for the individual sprint and also to pilot Alan Bannister in the tandem event.

There were moments in the interim when Harris must have believed that he would never go to the line in the Olympic competition, becoming involved in a row with the then controlling body, the National Cyclists' Union, and losing his place in the team.

He had been required to complete

his final training in London with the rest of the squad. But Harris, by now used to being a "loner" and preferring to make all his own arrangements, did not find the camp's facilities suitable and returned home to Manchester to train by himself.

The NCU removed him from the team. Peace moves lasted for days but eventually Harris, now mentally as well as physically injured, was reinstated. His condition showed once the Games started. He lost the Olympic gold to Italy's newcomer, Mario Ghella, in the two-man final. It was again to be silver in the tandem sprint when all Harris's strength and courage were needed as his machine's front wheel punctured at high speed in the semi-finals. His handling of the tandem, keeping upright, saved him and Bannister from possible serious injury on the cement track. That display gained him some of the biggest applause of his career.

Harris had his first professional race in October that year. It was an inauspicious debut. He punctured and crashed in Brussels. But that memory was quickly wiped out. In 1949 Harris was firmly established as a professional and launched a brilliant run of four world titles (1949, 50, 51 and 54) to add to his 1947 amateur championship.

He was hailed as one of the Britain's great postwar sports ambassadors at a time when our sporting achievement, weakened by the war, was distinctly poor and in 1950 he won the Sportsman of the Year award with a clear majority from the footballer Billy Liddell. Whenever Harris raced abroad he was appreciated not only for his cycling prowess but because he was articulate, spoke fluent French, was immaculate in dress and of impeccable behaviour.

Among the disappointments he felt in retirement was that national organisations did not take advantage of his experience, knowledge and contacts. He would have been a hard taskmaster as a team manager, but Britain's cyclists might have been persuaded to reflect his own golden days. Instead he became a successful businessman — and then he was persuaded to take up professional cycling again in his early fifties by his own doctor.

He married three times and leaves a widow, Jennifer.

### JUNE 23 ON THIS DAY 1941



Although the violation of Germany's pact with Russia (August 1939) took the public by surprise, informed sources had been aware for some time that a conflict was inevitable. In October 1940 Hitler was reported as boasting that he would bring Stalin "back in chains".

### GERMAN ARMY ATTACKS RUSSIA

The German High Command yesterday announced: Fighting broke out on the Soviet-Russian border early today (Sunday). An attempt by the Russians to fly over East Prussia was repulsed with heavy losses. German fighters shot down many Red bombers.

The German News Agency said last night (according to the British United Press) that formations of German aeroplanes had been carrying out attacks in waves on airfields, anti-aircraft positions, and troop concentrations, as well as defence works, in Russia and Russian-occupied countries throughout yesterday. "These attacks appear to have achieved considerable success," the agency claimed, "not only in the destruction of enemy aeroplanes in air battles, but also in the destruction of enemy aeroplanes on the ground, and in the destruction of enemy communications and transport."

During the afternoon the Berlin wireless broadcast accounts by what it said were eyewitnesses of the first German air raids on Russian aerodromes. The aeroplanes were instructed to destroy aerodromes in Latvia, Lithuania, and Estonia. The pilots returned claiming complete success.

A correspondent with the German Army attacking Russia, in a message to Berlin yesterday, said that the whole front opened fire at the German assault. The modern equipment, then overran the first of the Soviet positions. Within a few minutes the Germans had captured the frontier town of Minsk, and in the first Russian prisoners. All lights were burning in the villages and towns over the Soviet frontier. There was no black-out.

The Berlin wireless, quoting what purported to be eyewitnesses, claimed last night that German troops, crossing the River Bug under a fierce artillery barrage, had been able to establish a bridgehead and penetrate deep into Russian territory. Little resistance was shown by the Russians on the bank of the river, it was stated.

German and Finnish troops are making a joint attack from Finnish territory, and are striking in the direction of Leningrad, according to the Stockholm newspaper *Allehanden*.

The Ankara wireless, quoting reports from Bucharest, asserted last night that Rumanian troops had occupied the town of Bolgrad, in Bessarabia.

### NAZI HOPES AND MISGIVINGS

FROM OUR SPECIAL CORRESPONDENT

There is a traditional contempt in Germany for Russia, which is regarded as an ungainly monster, and it is proved by the Finnish campaign to be "untrained, semi-armed, and badly officered." will be no match for the war machine of the Third Reich. Nevertheless some misgivings are felt over Russia's overwhelming man-power and vast territory, and the oriental instinct of self-immolation present in all Russians, and it is felt that these factors may prolong the struggle. On the other hand, it is hoped that a chronic dissatisfaction with Bolshevism among the masses may lead to a national disintegration.

### Anniversaries

**BIRTHS:** John Fell, Bishop of Oxford, 1675-86, Longworth, Berks, 1625; Anna Akhmatova, poet, Bolshevik, Ukraine, 1889; Duke of Windsor, sometime Edward VIII, reigned January 20 1936-December 11, 1939, White Lodge, Richmond Park, 1894; Sir Leonard Huxton, Yorkshire and England (captain) cricketer, Palswick, Yorks, 1916.

**DEATHS:** Pedro de Mendoza, explorer, founder of Buenos Aires, at sea in the Atlantic, 1537; Henry Hudson, navigator, cast ashore by Indians in the bay bearing his name, 1611; Mark Akenside, poet and physician, London, 1770; Sir James Hall, geologist, Edinburgh, 1832.

### Lennon estate to sell bungalow

John Lennon's estate is selling the seaside bungalow that the pop singer bought for Mimi Smith, the aunt who brought him up (Rachel Kelly writes).

Marketing of the five-bedroom house overlooking Poole Harbour in Dorset began earlier this month and the sale by auction on July 16 is expected to attract interest around the world.

Lennon paid £25,000 for the bungalow in 1965 where Mimi lived until her death aged 85 last December.

### Today's royal engagements

The Queen and the Duke of Edinburgh will give a garden party at the Palace of Holyroodhouse at 4.00. The Duke of Kent will attend.

The Prince of Wales, as President of the Royal College of General Practitioners, will meet members of the Scottish Council and the Chairman of the Examination Board of Council at the Royal College of Physicians, Edinburgh, at 10.10.

The Princess of Wales, as President of the Royal Marsden Hospital, will attend Lisa Mollard's tribute to Sammy Davis Jr at the Albert Hall at 8.20. The Princess Royal, as Patron of

Victim Support, will chair a meeting of the Victim Support Advisory Board at Church House, Westminster, at 10.30; as Chancellor of London University, will attend a presentation ceremony for wartime graduates at the Festival Hall at 1.45; and, as Past Master of the Farmers' Company, will attend the twelfth anniversary banquet at Guildhall at 7.30.

The Duke of Kent, as Colonel of The Scots Guards, will attend the Third Guards' Club reception at the Palace of Holyroodhouse at 6.45.

The Duchess of Kent, as Patron of the Yehudi Menuhin School, will attend a concert at St James's Palace at 7.30.

### University news

**Cambridge:** STETSON COLLEGE Stuart Lane has been elected into a Fellowship in Class C for three years from October 1, for research in Geography.

**Aberdeen:** Dr Donald Meek has been appointed to the newly established Chair of Celtic.

### Luncheon

Lord Balmorley Lord Balmorley, President of the Westminster branch of the British Institute of Management, was host at a luncheon held yesterday at the House of Lords. Lord Erskine was the guest speaker.

### Reception

**HM Government** Lord Fraser of Carmyllie, Minister of State at the Scottish Office, was host at a reception given by Her Majesty's Government in Edinburgh Castle last night for members of the Police Advisory Board for Scotland.

### NCH George Thomas Society

Viscount Tontypandy, President of the NCH George Thomas Society, attended the annual meeting and reception held yesterday at the Meridian Hotel. Mr Neville Shulman, chairman, presided.

### Marriages

Mr. and Mrs. John Smith, of 123 Main Street, London, were married on June 20, 1992, at St. Paul's Church, London. The bride was Miss Jane Doe, daughter of Mr. and Mrs. John Doe, of 456 Park Avenue, New York. The groom was Mr. John Smith, son of Mr. and Mrs. John Smith, of 789 Elm Street, Boston. The ceremony was officiated by the Rev. Dr. Martin Luther King Jr.

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# BUSINESS TIMES

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TUESDAY JUNE 23 1992

BUSINESS EDITOR JOHN BELL

## Papers show where £447m Maxwell money went

By NEIL BENNETT  
BANKING CORRESPONDENT

**LIQUIDATORS** of the Maxwell pension funds are still hunting for £8 million, which they believe went missing during a stockpiling operation. Details of the missing funds emerged from new court documents that reveal for the first time how assets worth £447 million were removed from the Maxwell pension funds. The details were compiled by Robson Rhodes, liquidator of Bishopsgate Investment Management, which handled most of the Maxwell pension money. They show that large

blocks of shares in European and Israeli companies were diverted to Robert Maxwell's private companies, and either sold and the proceeds used to repay the private companies' debts, or used as security on loans to the private firms. The documents also highlight the banks and security houses that still hold Maxwell pension assets, particularly Credit Suisse, Banque Nationale de Paris and Lehman Brothers. Neil Cooper, RR partner leading the liquidation, last week threatened legal action against firms that still hold assets that he claims belong to the pension funds. This

week, Mr Cooper is expected to win the first victory in his battle to retrieve the missing assets when Arthur Andersen, the administrator of the Maxwell private companies, withdraws its claim on a £22 million stake in Teva Pharmaceutical, an Israeli firm. National Westminster, which is holding the shares as security on a loan to the private company, will then return them to the pension funds. The largest single block of shares was in Scitex, an Israeli printing company, worth about £103 million. BIM bought the shares in two blocks in 1990, but they were trans-

ferred to Robert Maxwell Group, one of Robert Maxwell's main private companies, last July. Other large share blocks were removed from the pension funds last year: 25 million shares in Maxwell Communication Corporation, Mr Maxwell's main public company, were sold in April for £54 million, but the fund never received the proceeds. The breakdown of the assets shows how Robert Maxwell used the pension fund to build up large stakes in often obscure companies. The fund also held a large stake in Lazards property unit trust but this

too was pledged as security on a loan from Lehman Brothers. Most of BIM's blue chip holdings were also removed. One portion, managed by London & Bishopsgate International Investment Management, another Maxwell pension company, was liquidated last July, while most of the remainder was used in a £107 million stockpiling programme with Lehman Brothers and Credit Suisse. Records show the two firms still hold assets worth £26 million as security for stock loans, but have sold another £68 million. RR is trying to trace the final £8 million.

Missing Shares	(£m)	Destination
Scitex	103	Sold in October 1991. Proceeds used to repay private companies' debts.
MCC	54	Sold in April 1991. Funds diverted to private companies.
Teva	42.2	Used as security for loans to Westminter, Credit Suisse and Lehman Brothers.
Euris	32.2	Used as security for a loan to Maxwell's private company. Sold held by Banque Nationale de Paris.
Lazards Unit Trust	29	Used as security for a loan to the private company. Still held by Lehman Brothers.
Banco Com Portages	20	Sold in October 1991. Proceeds diverted to Maxwell private firms.
LBI portfolio Stockpiling	60	Liquidated in July 1991. Stockpiling took place with Lehman Brothers and Credit Suisse. Lehman has since returned £5 million as security, but have liquidated the remaining £55 million. £8 million still missing.
<b>TOTAL</b>	<b>447</b>	

### TODAY IN BUSINESS

#### IVORY SHINES

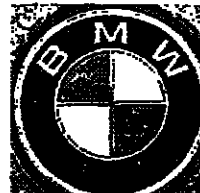


Ivory & Sime, the Edinburgh fund manager chaired by David Sweeney, has increased pre-tax profit 56 per cent to £4.52 million for the year to end April. **Tempos, Page 20**

#### PRICE PEACE

BPB, the UK's biggest plasterboard maker, is hoping that the price war that has raged in its market over the past few years is finally at an end. **Page 21**

#### DRIVEN OUT



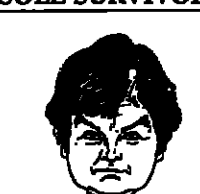
Rising wage costs in Germany have driven BMW to decide to set up a factory in South Carolina, due to open in 1996. **Page 18**

#### TRADE FAIR

Britain's trade deficit recovered last month but half of the improvement was put down to one-off items of trade. **Page 19**

#### LAW TIMES

#### SOLE SURVIVORS



Patrick Stevens asks if the writing is on the wall for the solicitor sole practitioner. **Law Times, page 31**

#### THE POUND

US dollar 1.8620 (+0.0002)  
German mark 2.9187 (-0.0010)  
Exchange index 93.0 (same)  
Bank of England official close (4pm)

#### STOCK MARKET

FT 30 share 1986.4 (-20.2)  
FT-SE 100 2550.3 (-34.5)  
New York Dow Jones 3256.73 (-28.62)  
Tokyo Nikkei Avge 15921.22 (-598.65)

#### INTEREST RATES

London Bank Base: 10%  
3-month interbank 10.91%  
3-month eligible bills 9.75%  
US: Prime Rate 6.5%  
Federal Funds 5.5%  
3-month Treasury Bills 3.64-3.65%  
30-year bonds 101.25-101.50

#### CURRENCIES

London: £1.8614  
New York: \$1.8610  
Frankfurt: DM1.5685  
Switzerland: Sfr1.4150  
France: FF6.8140  
Italy: Lit127.05  
Japan: Yen236.48  
ECU: ECU 1.4247  
ECU 1.4247  
ECU 1.4247

#### GOLD

London: £341.80 pm \$342.50  
Close: \$342.25-342.75 (£183.60-184.10)  
New York: \$342.50  
Comex: \$/oz

#### NORTH SEA OIL

Brent (Jul) \$20.85 bbl (\$21.20)

#### RETAIL PRICES

RPI: 139.3 May (1987=100)  
\* Denotes midday trading price

## Mirror Group wins £260m refinancing

By ANGELA MACKAY

MIRROR Group Newspapers yesterday announced the completion of a two-year, £260 million refinancing with banks, paving the way for the release today of the publishing group's delayed 1991 accounts. These are likely to show a pre-tax loss of about £300 million after providing for missing cash and pension fund assets. While there will still be a few unresolved issues after the publication of the accounts, most of the holes should be identified, if not plugged. Today's announcement should square the books of the Mirror Group and finally bring it out from the shadow of the Maxwell era, heathening prospective bidders such as Tony O'Reilly, chairman of Heinz and Independent Newspapers in Ireland, and a management buyout team led by Richard Stott, the editor of the Daily Mirror. The administrators of the Maxwell private companies are no longer looking at a fast sale of their majority stake in MGN now that the company

has been refinanced. Several banks, however, hold shares in MGN as security for loans to private companies. National Westminster Bank holds 33 per cent, Goldman Sachs and Lloyds Bank have about 9 per cent each, while the Midland Bank has about 2 per cent. Arthur Andersen and the banks are committed to the disposal of the total controlling stake. The 1991 accounts should show that MGN, publisher of the Daily Mirror, Sunday Mirror, the People, the Sporting Life and Scotland's Daily Record and Sunday Mail, produced profits of about £82 million before extraordinary provisions pushed the group into the red. About £400 million will be provided partly for missing pension funds and other assets that have disappeared. About £50 million, for example, will be provided for cash that, according to one source, "simply walked out the door". There are still problems, however, with intercompany

loans, particularly one transaction where there is a cross-loan of approximately £100 million involving MGN and a private Maxwell company. Rather than each company cancelling the loan, both wish to first have it repaid, causing friction between the management of MGN and Arthur Andersen, the administrator of the private Maxwell company. MGN secured its refinancing package on Friday with a small group of banks, led by National Westminster and the Midland, after six months of uncertainty. During this period a standstill agreement on interest payments was in place. The company said the two-year credit facility strengthened the group and provided stability for the future. The company's equipment leasing arrangements also remain in place. After publication of the results, MGN should be free to regain its quotation on the London Stock Exchange. The shares were suspended at 12.5p in December and are likely to be relisted by the end of the month. Considering the forecast size of the provisions, brokers suggested the shares may start trading again at about half their value, particularly since an enquiry by trade and industry inspectors into the £245 million float began this month. Last week, Ernest Burroughs stepped down as MGN chairman to be replaced by Sir Robert Clark, while Lawrence Guest, the finance director, resigned from the company. Mr Burroughs is continuing as a director until the annual general meeting next month. Meanwhile the Investment Management Regulatory Organisation (Imro) report on Robert Maxwell's private pension companies shows that five years ago the Bank of England rejected Mr Maxwell as "a fit and proper person" to run a bank. The Bank is believed to have persuaded Mr Maxwell not to bid for Guinness Mahon, the merchant bank. In 1989, the Bank stopped Mr Maxwell taking control of Robert Fraser, the boutique merchant bank, by telling him it would need to investigate his personal affairs before approving his ownership.

## Share prices fall sharply in London

By PHILIP PANGALOS AND JOANNA PITMAN

THE London stock market fell sharply yesterday as Wall Street slipped and Tokyo slumped again. The FT-SE 100 index fell 34.5 points to close at 2550.3, its lowest since the record closing high of 2737.8 on May 11. Roger Palmer, chief investment strategist at Kleinwort Benson, said: "International worries are being compounded by renewed doubts about UK earnings recovery and the failure of recent issues. Buyers are holding off." Analysts also noted a sharp fall in the September futures for the FT-SE, which also pulled the cash market down. Shares in Tokyo suffered a 589-point overnight fall in this trade, pushing the Nikkei below 16,000 for the first time since October 1986. They were driven down by index-linked arbitrage selling and by fears that the authorities will shy away from the monetary and fiscal measures

deemed necessary to save the market from collapse. Volume was low, an estimated 230 million shares changed hands, well below the daily average of the two years of the boom years of the late 1980s. The market has lost 60 per cent of its value since then, and with the economy showing clear signs of slowing, there is scant hope of recovery without intervention by the authorities. Yasushi Mieno, governor of the Bank of Japan, speaking at a national conference of commercial bankers, professed optimism. "The economy is firmly on track to our goal of non-inflationary, sustainable growth," he said. He had little concern that current monetary conditions would "in any way impinge on sound growth of the economy". **Markets, page 20**  
**Comment, page 21**

## In praise of bolder women

By JON ASHWORTH  
THE winner of the first Women in Business award for equal opportunities at work is a man. So it appeared yesterday as Frank McGinty, director and general manager of Channel 4 Television, stepped forward to collect the award on behalf of his company.

Rank Xerox and Channel 4 Television were joint winners of the award, believed to be the first of its kind in Britain for companies promoting and developing their women managers. Vern Zelter, managing director of Rank Xerox, and Viki Ford, an equal opportunities manager, jointly collected the award. Yve Newbold, company secretary of Hanson and chairman of the panel of judges, said Rank Xerox, which won the award for large companies, had made big strides forward in its recruitment policy. Nearly half of Rank Xerox's employees are women. Channel 4, which won the smaller company class, has three women on its board of directors and a reputation for helping women employees' careers. Mrs Newbold said: "We hope these new awards will help even more companies become really aware of the resources offered by their women employees and develop them fully." The awards were sponsored by London Business School, British Gas and the Independent newspaper.

## Canary Wharf plea to Whitehall

By OUR CITY STAFF

REPRESENTATIVES of the administrators to Olympia & York Developments Ltd's Canary Wharf project will make a formal presentation today to try to persuade the environment ministry to move there. The government is considering moving 2,000 to 3,000 civil servants out of central London. Canary Wharf is one of three possible sites in the Docklands area. Canary

Wharf, which went into administration last month owing about £560 million, needs to raise occupancy and gain vital rental income. A move by a government ministry could boost morale and signal official support for the scheme. However, the government is under pressure to get full value for money, while Canary Wharf needs a commercial rent. Average

rents in Docklands are £15 a sq ft, property analysts say. But some sites further from central London offer £10. In Toronto tomorrow, Nigel Hamilton and Stephen Adamson, administrators from Ernst & Young, the accountants, will meet the development's syndicate of bankers who lent £560 million in a three-year construction loan.

### CURRENCY LOANS MANAGED BY THE ECU GROUP LIMITED

Results speak louder than words

The above chart illustrates the effect that our Currency Debt Management decisions are having on our clients' liabilities and assumes, for simplicity's sake, a model loan of £100,000.

The reality of trading in the many available currencies and financial instruments, coupled with the necessity for constant monitoring, has meant that controlling foreign exchange risk (in terms of the time, effort and data required) extends beyond the scope of most individuals' resources. It is specifically with the aim of bridging the gap between the borrowers' needs and their capabilities, that The ECU Group designed its currency debt management programme, now recognised as being the most widely adopted management service within the UK currency mortgage market. The ECU Group now manages in excess of £125 million of physical currency loans.

SWITCH STATISTICS		DEBT MANAGEMENT STATISTICS	
Average profit of profitable trades	5.30%	Average FX LIBOR	7.01%
Average loss of non-profit trades	-1.41%	Average GBP LIBOR	13.06%
Percentage profit/loss ratio	3.78:1	Interest saving to 22/06/92	25.11%
Number of profitable trades	8	Capital reduction to 22/06/92	18.56%
Number of non-profit trades	2	Largest ever FX inc.	10.22% (8.54% with int.)
Numeric profit/loss ratio	4:1		(Figures calculated from Nov 1989)

For further information on The ECU Group's Currency Management Services, please contact us at:  
29 Chesham Place, Regentia, London SW1X 8HL. Tel: 071 245 1010 FAX 071 235 6509

## Names present petition to Lloyd's

By JONATHAN PRYNN

LOYD'S has been forced to call the first extraordinary meeting of its members for more than a decade after a petition signed by 110 dissident names was presented to officials of the insurance market yesterday. The petition questioning the egn contains four resolutions calling for a more effective mechanism for the closure of open years of account; the abandonment of the central fund levy announced this month; a register of Lloyd's Council members' interests, and full co-operation with all groups representing names. None of the resolutions demands the resignation of David Cokeridge, the chairman of Lloyd's, but the petition states that the peti-



Lord: hardship help-tioners have "no confidence that the present members of the Council are acting in the best interests of names and the Lloyd's insurance market" and calls for the replacement of the entire member-

ship of the council "as quickly as possible". However, market loyalists responded by presenting their own petition expressing "every confidence" in the value of Lloyd's. The second petition was signed by 220 names. Lloyd's confirmed that the egn to hear all resolutions put forward by both petitions would take place in the underwriting room on July 24 at 10.30 am. The egn will be names' second opportunity to voice their criticisms of the leadership of the market this summer. The annual meeting of the membership takes place tomorrow. Lloyd's confirmed over the weekend that the loss for the 1989 year of account will be about £2 billion, an all-time record and nearly four times

the 1988 figure. The final official result will not be announced at the meeting because of delays in finalising the accounts for the Good Walker syndicates, which are among the biggest loss makers in the market. Some 4,500 names will bear the brunt of the deficit, shouldering losses averaging £100,000 each. The 1989 loss comprises a £1.4 billion "pure year" loss on that year's underwriting, £400 million of claims flowing from earlier years of account and £200 million for names' personal expenses. Alan Lord, the chief executive, confirmed last week that talks had begun with brokers and agencies about increasing the funds available for easing the financial hardship of the worst hit names.

# BMW to build car plant in America

By Wolfgang Münchau

BMW will today announce that it is to set up a large factory outside Germany in response to rising wage costs.

The German luxury car maker has chosen from a series of prospective candidates, but the company's board is likely to have decided in favour of a site near Spartanburg, South Carolina. The plant will cost about DM1 billion, and will employ 2,000 staff by the end of the decade. The plant should be operational in 1996.

BMW has called a press conference for today to announce the decision officially. But the company said it had no comment ahead of the announcement.

BMW's decision to produce outside Germany is a significant change to previous policy. The company already operates a small assembly plant in South Africa, but has otherwise stuck faithfully to production inside Germany.

The reasons behind the move are a combination of rising wage costs and shortening working hours in Germany, and increased American protectionism. Like other German luxury car makers, BMW has been affected by the American recession and the

introduction last year of a luxury tax on cars of more than \$30,000, which led to a fall in American sales last year by 16 per cent to just above 53,000 cars. BMW's intention is to sell its most popular range, the new 3-series, at below the \$30,000 tax threshold, including the six-cylinder 225 model, once the car is produced in America.

Eberhard von Kuenheim, chairman of the management board, told his annual meeting in April that the company was investigating to produce outside Germany. Earlier in the year, BMW announced a cost-saving programme, which involves a cut in the workforce by about 3,000, to be phased in over a number of years. During his speech in April, which came at the height of the wave of industrial unrest, Herr von Kuenheim also criticised sharply German wage policies and argued that the country was in danger of pricing itself out of the market.

The other main contender for BMW's American production plant was Omaha, Nebraska. BMW is thought to have been promised an assistance package of about \$150 million if it decided to locate its plant in South Carolina.



Europe bound: Ronnie Frost, the chairman of Hays, is looking to earn 20 per cent of profits outside Britain

## Hays takes on French distributor

HAYS, the business services group, has made its first notable acquisition in Europe, paying £37.5 million for Group FRIL, the French chilled foods, wine and spirit distribution group (George Sivell writes). Group FRIL customers include Carrefour, Nestlé and Moët Hennessy.

To finance the purchase, Hays is raising £34.3 million net from a placing of 19 million shares at 182p each. Yesterday, Hays shares fell 3p to 187p. On current prospects the group said "conditions in the UK have continued to remain difficult and there is still no

evidence of economic recovery ... The company believes that the acquisition in France, which is the first substantial acquisition made by the company in Europe, will provide a good platform for growth in Europe".

Hays is liable to pay up to a further £15 million depending on Group FRIL's performance in the next three years. This move is designed to hold the French management in place. Group FRIL made an operating profit of £4.8 million on sales of £45 million in the year to September 1991. Longer term, Ronnie

Frost, the chairman and chief executive of Hays, said that he wants to earn 20 per cent of profits from outside the UK and that he is looking for further acquisitions in Germany and Spain. The placing brings debts down from 32 per cent of shareholders' funds to 26 per cent.

Hays is best remembered in the City as the company that suffered in the 1989 crash, with more than 90 per cent of the shares left with the underwriters. Yesterday, the group got its revenge with the new shares being placed with 50 institutions in 15 minutes.

### BUSINESS ROUNDUP

## EC annual inflation rate climbs to 4.8%

THE European Community's annual inflation rate edged up to a provisional 4.8 per cent last month from 4.7 per cent in April, Eurostat, the EC statistics office, said. The smallness of the change confirmed that the relative stability of EC inflation, which has prevailed since last autumn, is continuing, the Eurostat statement added. The office originally put April's inflation rate at 4.8 per cent but that has now been revised down to 4.7 per cent.

Between April and May, EC prices rose by an average of 0.4 per cent, spurred on by increases in most member countries. Portugal led the way, with a rise of 1 per cent in the month, and Danish prices advanced by 0.7 per cent. Annual inflation rates ranged from a provisional 2.5 per cent in Denmark to 15.8 per cent in Greece. The EC calculations make use of the inflation rate for western Germany only, rather than for Germany as a whole. Ireland records its inflation on a three-monthly basis.

## TGI back in the black

PROPERTY disposals and a sharp fall in debt helped TGI, the audio and electronic products group, back to profit, with £1.03 million pre-tax in the year to end-March against a £820,000 loss last time. Earnings per share were 3.4p after a loss of 7.8p. A final dividend of 1p a share will be paid, compared with a 2.2p interim in the previous year. Borrowings were cut from £8.5 million to £3.2 million. There was a gain of £451,000 on the sale and leaseback of a factory at Havant, Hampshire. TGI says the present profit level is inadequate and plans further improvements.

## Philip Harris doubles

PHILIP Harris, the West Midlands supplier of educational, scientific, medical and industrial equipment, lifted pre-tax profits 48 per cent to £1.76 million (£571,000) in the year to end-March on turnover of £79 million (£67.3 million). Earnings per share are 14.58p (10.03p). A final dividend of 4.25p (3.75p) a share makes 6.25p (5.78p) for the year. The medical division raised operating profits by 16.5 per cent to £1 million; the education and scientific arm by 13.8 per cent to £1.2 million. PH has won a £1.4 million contract to supply and install scientific equipment to a university in Oman.

## Polar declines again

POLAR, an electronic components manufacturer, saw pre-tax profits slip 6 per cent to £451,000 (£482,000) in the six months to March 31. The slide follows one of 30 per cent, from £1.32 million to £917,000, in the previous full year. Turnover this time rose 8 per cent to £8.3 million (£7.7 million). There is an unchanged interim dividend of 2p. Keith Carnell, chairman, said new franchises had been negotiated when demand was low and prices under pressure. The benefits of new business were filtering through.

## Fletcher King plunges

PRE-TAX profits of Fletcher King, a commercial estate agent and surveyor, fell from £525,000 to £228,000 in the year to April 30. David Fletcher, chairman, said it was now on a slightly rising trend, although it was too early in the property cycle to feel confident that this would continue. The total dividend is reduced from 2.3p to 1p, with an unchanged final of 0.5p. Turnover fell from £7.05 million to £5.42 million. Costs were cut by 21 per cent, against a target of 15 per cent, and a further cut of 5 per cent is envisaged this year.

## BP America cuts jobs

BRITISH Petroleum will this week announce a fresh round of job cuts at the Cleveland, Ohio, headquarters of its BP America unit. A spokesman said the job losses would cover the group's corporate, chemicals, exploration and refining, and marketing divisions and would be announced mid-week. He could not confirm the number of jobs involved, which industry sources estimate at about 350 out of the 3,500 in Cleveland. BP has been undergoing cost-cutting worldwide, which has been stepped up due to poor trading conditions.

## Heavitree pegs payout

PROFITS at Heavitree Brewery, the USM-quoted brewer and pub manager, slipped from £290,000 before tax to £177,000 in the six months to the end of April. Earnings edged up from 1.1p a share to 1.2p. There is an unchanged interim dividend of 0.6p per ordinary share and 'A' share. Turnover rose from £2.83 million to £3.06 million but operating profits fell from £721,000 to £541,000. Heavitree Inns incurred losses of £47,000 but is expected to make a positive contribution in the full year.

## Hardy Oil & Gas slips

NET income at Hardy Oil & Gas, the independent exploration and production company, fell from £10.1 million to £7.22 million in the year to end-March, due to low oil prices and an unfavourable dollar exchange rate. However, a first single dividend of 1p a share will be paid. Turnover rose from £39.34 million to £40.99 million, helped by a 16 per cent increase in oil and gas production, but pre-tax profits halved from £6.15 million to £3.07 million. Average oil prices fell from \$23.33 per barrel to \$19.56.

## Flextronics factory

FLEXTRONICS Automotive has announced its decision to build an £8 million factory on a greenfield site in Crumlin, Gwent. The move will result in the creation of 260 jobs. The company, which will manufacture stainless steel parts for the exhausts of Ford and Volvo cars with catalytic converters, will begin production in the spring. The car components industry is Wales's largest manufacturing sector, with 150 resident companies employing a total of 27,000 people throughout the region.

## US court denies Citicorp appeal

FROM REUTERS  
IN WASHINGTON

The United States Supreme Court, in an important case for the international banking system, declined to review whether American banks can be held liable for deposits in their foreign branches when the foreign government freezes the assets.

The court denied an appeal by Citicorp's Citibank unit, arguing that it should not be held liable. American banks have more than 800 foreign branches in 71 nations with deposits of \$300 billion.

The justice department supported Citibank. Kenneth Starr, the department's top courtroom lawyer, said: "During periods of political or economic instability, foreign governments frequently prevent [foreign] branches from repaying depositors through expropriation of assets or through government-enforced limitations on repayments."

He gave a warning that holding an American bank's home office liable would lead to new and unforeseen liabilities.

Mr Starr said an American bank should not be held liable unless the two parties agreed that the bank's home office would be responsible when the foreign government prevented the branch from repaying the deposit.

The case began when Wells Fargo Asia, of Singapore, which is owned by Wells Fargo Bank in California, sued Citibank, based in New York, to recover \$1.2 million it had deposited in Citibank's Manila branch in 1983. The funds were frozen when the Philippine government barred all dollars from leaving the country in October 1983 as part of a debt repayment moratorium.

Citibank argued that Wells Fargo bore the risk of depositing the money in Manila.

### ANNOUNCEMENT

# Sale of Ordinary shares in The Telegraph plc

Ordinary shares in The Telegraph plc are being offered for sale to the public in the United Kingdom. The complete Offer for Sale and Placing document, containing an application form, will be published as a supplement to **The Daily Telegraph** on Wednesday 24 June. The application form will also be published in **The Daily Telegraph** on 27 June and in **The Sunday Telegraph** on 28 June.

Issued by The Telegraph plc, and approved for the purpose of section 57 of the Financial Services Act 1986 by N M Rothschild & Sons Limited, a member of the Securities and Futures Authority, and financial adviser to The Telegraph plc. Before deciding to apply for Ordinary shares you should consider whether shares are a suitable investment for you. Their value may fall as well as rise. If you need advice, you should consult an appropriate independent financial adviser, authorised under the Financial Services Act 1986.

23 June 1992

## BFG backs British Coal plan

By Ross Tieman, Industrial Correspondent

EFFORTS by British Coal Corporation (BCC) to create a £650 million a year company that would dominate domestic coal distribution have won boardroom backing from British Fuels Group (BFG), the country's biggest distributor.

Directors of BFG agreed to recommend BCC's bid to buy the 50 per cent of BFG it does not already own. The offer has been extended until June 30. The ten-day extension will give BFG's 700 employee shareholders, many of whom are disgruntled at the level of the offer, more time to accept. A British Coal spokesman said last night: "I understand a substantial majority of employees have already indicated their acceptance."

Many in the workforce, who

bought shares during a leveraged buyout of BFG in 1988, believed British Coal was committed to paying 333p a share for control. In the event, BCC has offered just 175p, valuing the heavily indebted group at just £10 million.

British Coal plans to merge the business, which has annual sales of about £480 million, with its wholly-owned subsidiary, National Fuel Distributors (annual turnover of £160 million). That would provide scope for operational economies, probably involving job losses at some depots.

However, it would also lead to increased concentration of the wholesaling of coal for domestic fires and boilers. The Federation of Coal Traders, representing Britain's 3,000

coal merchants, has protested to Tim Eggar, the energy minister, and the Office of Fair Trading about the plan, with no response.

A deal would also increase British Coal's sway over Intercontinental Fuels (ICF), the international fuel trading group. British Coal holds 17.5 per cent of ICF's equity, BFG 24.9 per cent. Combining the two stakes would make BCC the largest shareholder, with 42.4 per cent. The stake could give BCC a platform to take control of ICF. According to *International Coal Report*, ICF has been keen to maintain its consortium structure.

RTZ, the mining group, also has 25 per cent. The remaining shares are held by the company's managers.

Trade more

Receiver for Clow

Warehouse directors leave

THE RENT  
071-481  
071-481



## Imports and exports both rise

## Trade gap shrinks more than forecast

BY GEORGE SIVELL

BRITAIN'S deficit on trading with the rest of the world shrank during May, but half of the improvement was down to volatile items. The Treasury welcomed an improvement in exports and said a rising import trend was "to be expected" as economic recovery got under way.

The current account improved from a deficit of £1.16 billion in April to £645 million in May. Forecasts had ranged from £700 million to £1 billion. If the effects of invisible trade are stripped out, the trade deficit shrank from £1.36 billion to £845 million.

The market was quick to spot the impact of erratic trade on the figures and the FT-SE 100 index showed barely any reaction, closing down 34.5 points at 2550.3.

The pound, too, moved very little, with the trade-weighted index closing at an unchanged 93.0; there was a minute rise against the dollar to \$1.8620 and a fall of 0.1 pence.

against the German mark to DM2.9187.

Among volatile items of trade, the oil surplus rose from £118 million to £173 million and the surplus on erratic items such as precious stones and aircraft was £169 million, against a deficit of £25 million in April.

This leaves the visible deficit on ordinary trade at £1.187 billion, down from £1.448 billion. So far this year, the current account deficit totals £4.436 billion, against £5.2 billion for the whole of 1991 and a forecast of £6.5 billion made at the time of the Budget. Errors on forecasts of trade deficits are high: an average error of plus or minus £4 billion is indicated in the forecast prepared by the Treasury.

Exports rose from £8.83 billion in April to £9.2 billion in May. Stripping out erratic items, they still rose from £8.2 billion to almost £8.6 billion. Imports fell from £10.2 billion

to £10 billion, excluding erratic items, they rose from £9.54 billion to £9.612 billion.

Longer-term trends look favourable for exports but also show a continuing high level of imports. In the latest three months, exports have risen by 2.5 per cent on the previous quarter and 6 per cent on last year. Excluding oil and erratic items, the quarterly rise was 2.5 per cent and the annual rise 5.5 per cent.

But imports excluding erratic items have risen 3 per cent in the latest quarter against the previous one and 7 per cent over the past year.

The government takes three-month figures for exports and imports, excluding oil and erratic items, as a key indicator of Britain's trade position. The Treasury said export strength was underlined by the 2.5 per cent improvement on the previous three months and the 4.5 per cent increase on the same period last year.



Cut of the cloth: Pepe, whose BSCO subsidiary used Sarah Stockbridge, the model, pictured above right with her mother, to advertise jeans, saw its shares split apart at the seams yesterday when they dropped 30p to 42p (Jon Ashworth writes). The fall was blamed on a trading statement. Results for the year to end-March, the statement warned, would be substantially

below market expectations, resulting in a substantial reduction in pre-tax profits and in a small loss after tax. There were also likely to be substantial extraordinary charges relating to the sale or closure of subsidiaries and there would be no final dividend. Analysts said Pepe expanded too far, too fast. The full extent of the damage will be known in August.

## Wellcome issue likely to be lower in wake of GPA

BY MARTIN WALLER

ADVISERS to the multi-billion pound shares issue by Wellcome, the pharmaceutical group, will today report the damage done by last week's abrupt abandonment of the flotation of GPA Group, the Irish air leasing company.

The signs are that the size of the issue will be at the lower end of the range, not least because of fears that Wellcome could face the same cold shoulder treatment from Wall Street institutions that scuppered GPA's planned listing.

The lead managers of the syndicates of brokers who are charged with selling the shares around the world will today finish their report on the initial interest in the shares before Wellcome Trust, the charity which owns almost 75 per cent of the company, indicates, on Thursday, how many it plans to issue. The Trust has court approval from the Charity Commissioners to sell down to 25 per cent and has pledged to go below 50 per cent. The Trust can therefore sell between 215 million and 417 million shares.

Thursday's figure of the

number of shares to be sold, to be announced when the tender offer is formally launched on impact day, is only an indicative one, and the Trust reserves the right to raise it by as much as 25 per cent.

But the number decided on will be a clear pointer of the amount of interest, not least from the important American financial institutions.

Wellcome shares, as high as £11.73p in February this year, have fallen sharply since the Trust gave notice of an intention to sell. They have given up more ground in the recent turbulent markets, falling 12p to £9.13p yesterday.

Robert Fleming & Co, global co-ordinator to the float, tacitly acknowledged the tight-rope advisers must walk. In response to market speculation, a statement confirmed that the provisional size of the offer will be set at a "very conservative" level at which the trust and its advisers would have to be "highly confident" that demand existed and the shares could be sold.

Campaign launched, page 3

## Receiver assigned for Clowes home

BY OUR CITY STAFF

A RECEIVER has been appointed by the High Court to look after the luxury former home of Peter Clowes, now serving a 10-year jail sentence for defrauding thousands of investors of an estimated £113 million. Mr Justice Warner was told yesterday that the condition of the property, Swingate Cottage, at Whiteley Green, Adlington, near Macclesfield, Cheshire, had been allowed to deteriorate to "an alarming extent".

Clowes, 49, bought the house for £125,000 in 1982 and spent £227,000 on improvements. In 1985, he transferred it to the name of his wife, Pamela.

Mrs Clowes's ownership of the property, which has its own swimming pool, is disputed by the liquidators of Barlow Clowes Gilt Managers and Barlow Clowes International, who claim it was bought and improved largely with investors' money.

Yesterday, Peter Griffiths, counsel for the liquidators, said Mrs Clowes, 48, had now left to live in a penthouse in Spain and "could not care less" about the property, which was showing signs of "considerable neglect". The garden

was completely overgrown and York flagstones, which would cost £30,000 to replace, had been stripped from around the house. Unless swift action was taken, the value of the property, which had already dropped from £600,000 in 1989 to an estimated £400,000 today, would drop still further, said Mr Griffiths.

Robert Miles, counsel for Mrs Clowes, said she would be strongly contesting the liquidators' claims to the property, but did not oppose the appointment of a receiver.

In the High Court earlier this year, Sir Donald Nicholls, the Vice-Chancellor, ruled that Mr and Mrs Clowes had "no defence" to a massive damages claim by the Department of Trade and Industry relating to losses suffered by investors in Barlow Clowes and Partners, which was taken over by Barlow Clowes Gilt Managers in 1987.

The DTI had compensated investors for their losses and taken over their claims, unlikely to be less than £10 million. Mr and Mrs Clowes were ordered to make an interim payment of £6 million. Mr Clowes has appealed against the Vice-Chancellor's rulings.

## Storehouse directors leave

BY MICHAEL TATE

TWO more heads have rolled in the Storehouse boardroom — Sheila Forbes, group personnel director, and Derek Lovelock, chief executive of Mothercare UK.

With the departure of Habitat's Michael Harvey and the imminent retirement of Michael Julien, chief executive, for health reasons, Storehouse will have only two executive directors, David Dworkin, chief executive designate, and David Simons, finance director.

Ann Iverson, appointed chief operating officer at Mothercare last month, and a protégé of Mr Dworkin, will succeed Mr Lovelock as chief executive but will not join the main board.

Mrs Forbes, 45, and Mr Lovelock, 42, are casualties of the "more streamlined and integrated approach" by Storehouse under Mr Dworkin and Ian Hay Davison, group chairman. Mr Lovelock's days have appeared numbered since Ms Iverson's elevation last month. Although Mothercare has been trading "much more strongly" since Christmas, with sales, profits and market share recovering, the group says "a change of direction" was necessary. Further executive redundancies can be expected.

## Boots chief gets 66% pay rise

BY MATTHEW BOND

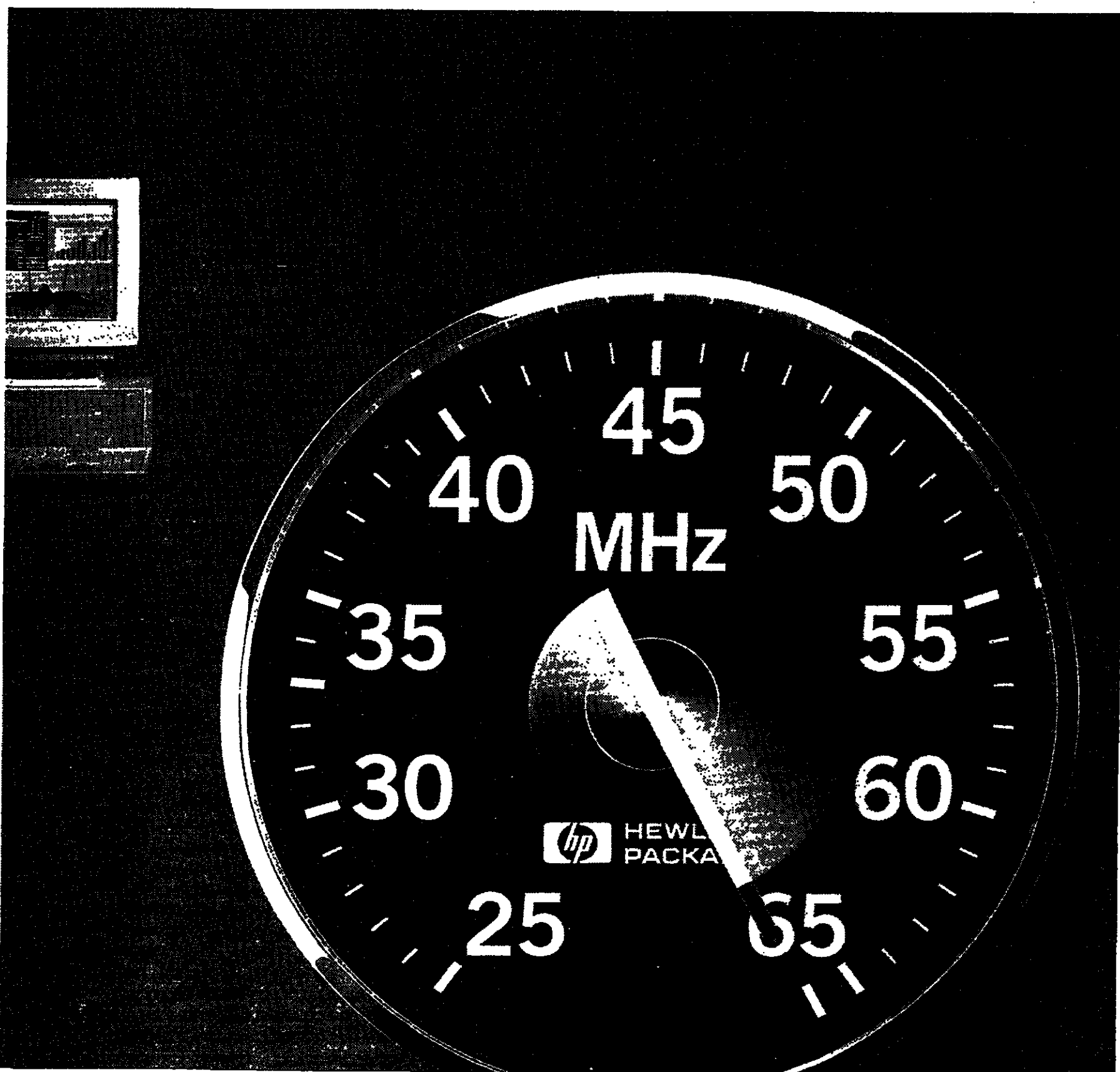
SIR James Blyth, chief executive of Boots, the pharmaceutical and retail group, received a profits-related bonus of £186,000 in the year to March 31. It took his total pay to £571,000, 66 per cent higher than the £343,000 he received the previous year.

The company's annual report, published yesterday, shows that Boots' directors shared total bonuses of £900,000. A new bonus scheme linked to share price movement and dividends was introduced last year but most of the extra payments relate to an older, one-year scheme linked to earnings per share performance.

A fortnight ago, Boots announced a 7.2 per cent increase in pre-tax profits to £374 million, including £14.7 million of property profits. In 1990-1, profits were originally stated as virtually unchanged at £358 million but have since been restated at £349 million: the directors shared bonuses of £54,000.

The higher level of bonus paid in the last financial year coincided with a 26 per cent increase in directors' basic remuneration to £2.5 million. Total remuneration to directors jumped 54 per cent to almost £3.5 million.

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WORLD MARKETS

setback for Dow plunge in Tokyo

American investors were disappointed by the Dow Jones industrial average's fall of 100 points to 2,815.5. The Tokyo Nikkei index fell 1,000 points to 15,000. The London FTSE 100 index fell 10 points to 2,815.5.

it-taking hits HI

Shares in the high-tech sector were hit by a sharp decline in the Dow Jones industrial average. The shares fell 10 points to 2,815.5.

WALL STREET

Shares in the high-tech sector were hit by a sharp decline in the Dow Jones industrial average. The shares fell 10 points to 2,815.5.

COMMENT

Snapping green shoots in Japan

Share prices are supposed to go up and down, Kiichi Miyazawa, Japan's prime minister, explained innocently to the Tokyo press yesterday. It would be quite wrong for the government to try to influence the stock market directly. Quite so. In reality, Mr Miyazawa would dearly like to influence share prices directly, since the precipitous falls on the Tokyo stock exchange and on property markets are the main immediate causes of the country's economic malaise. Sadly, the scandalous history of fixing between the big securities houses rules out that option when it is really needed.

Less than three months after the last budget package to stimulate the economy, the government is drawing up another combination of capital spending, aid to smaller firms and tax cuts. This mini-budget may not be ready in time for the Munich economic summit in two weeks, where Mr Miyazawa will doubtless be chided for permitting the one remaining growth locomotive among the main economic powers to seize up, but will surely be brandished before voters in elections to the upper house of parliament at the end of July.

As yet, Japan's government is not encouraging speculation that monetary policy will be eased further. Banks are still lending money to the best customers at 6.3 per cent, which does not seem restrictive to European eyes, but the broad money supply grew by a record low of 1.1 per cent in the year to May, seemingly destined to undershoot its mid-year target of 2 per cent annual growth. When confidence is the main casualty, however, further interest rate cuts would not necessarily do the trick.

Banks cannot boost lending because the fall in stock prices is destroying their hidden reserves. The latest slip in the Nikkei index below 16,000 has left six world-class banks operating with total capital ratios below the 8 per cent agreed international standard, though that does not count officially until March 1993. The unravelling of the asset price pyramid has probably taken blue chip industrial shares well below their sustainable long-term level already, but markets always overshoot in a crash and who knows how far that will go in Tokyo?

Bohemian ways

Czechoslovakia's demise would set up an intriguing laboratory experiment to test the rival approaches to economic reform. Economic factors figure strongly in the separatist tendencies of the poorer Slovaks, whose heavy and defence-oriented industries are less competitive. The two sides have different ideas about how to restructure and reform their economies. Slovaks are suspicious of economic radicalism, claiming they were the main casualties of the fast-track privatisation policies espoused by Vaclav Klaus, the former finance minister and now prime minister-designate of the Czech republic. Industrial production fell 47 per cent in Slovakia in the year to January, against 31 per cent in the Czech lands, and unemployment topped 12 per cent by the end of March, against 3.7 per cent in Bohemia and Moravia.

Separation would allow the Slovaks to pursue more gradual economic reform policies, which they hope would leave them more comfortable in the backwoods of Europe. The Czechs could press on with fast-track reform, without being held back by their less-developed neighbour. The Vienna Institute for Comparative Economic Studies estimates that separation would delay economic recovery, originally expected to start at the end of this year, by at least six months, because of the ensuing uncertainty and disruption. For the Czechs, anxious to win back their place at the heart of Europe's advanced economies, this may be a price worth paying.

On Thursday, BPB is expected to report pre-tax profits of not much more than £40 million. Martin Waller reports

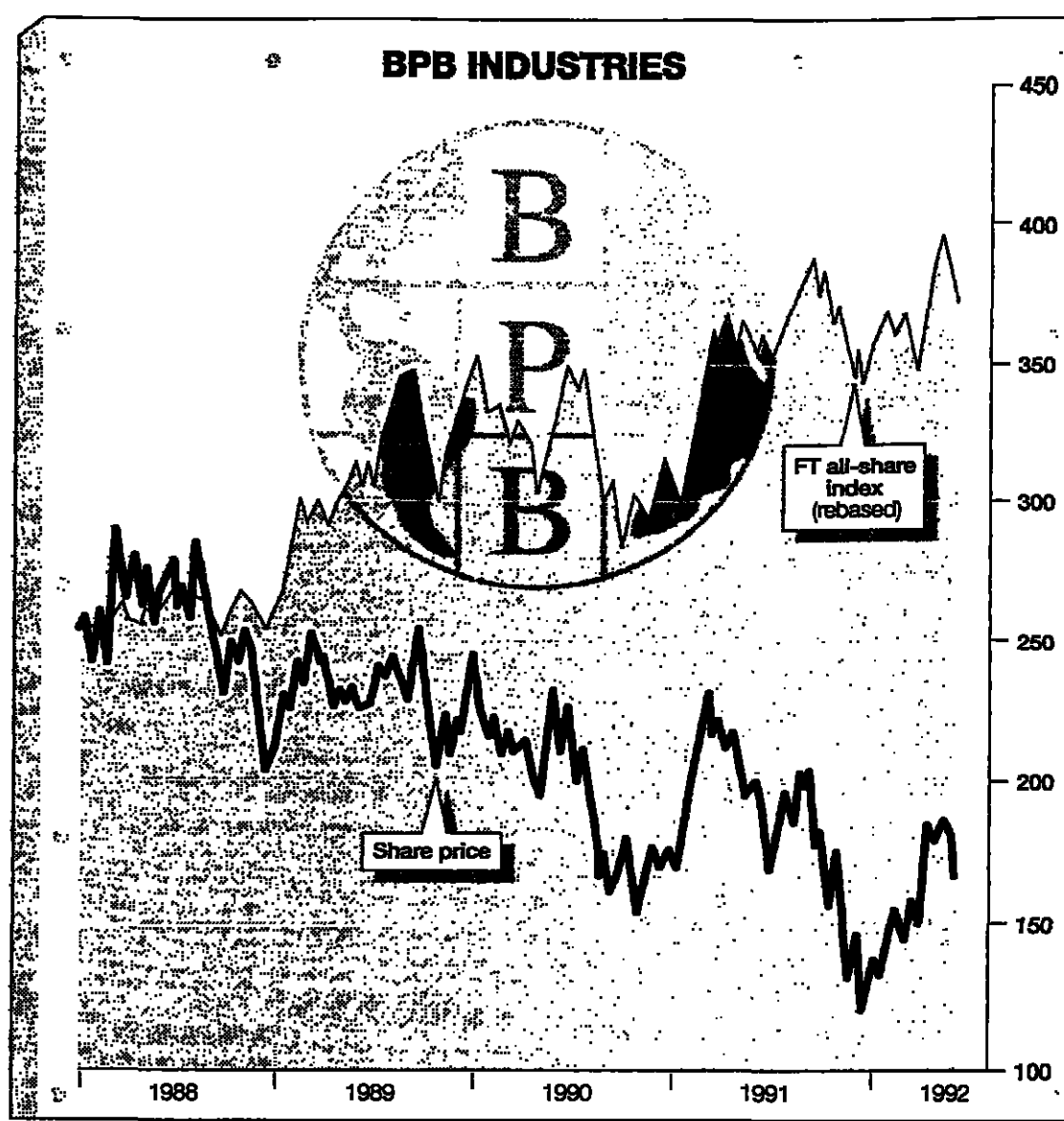
For two decades, BPB Industries regarded the UK market for plasterboard, an unromantic but increasingly useful building material, as its own private pond to be fished at will. Then someone let the sharks in.

The resulting scramble would make an interesting case study for economists, demonstrating what happens when competition is suddenly introduced into a monopoly. Prices fell. Production capacity soared, far outstripping the needs of the market, so prices fell further. Then the building industry went into an unprecedented recession. In the end, everyone suffered. The only hope for the industry is that the price war, the worst in building materials since 1945, is now over.

Plasterboard, made from gypsum, was invented in America a century ago and introduced to Britain during the first world war by British Plasterboard, which later became BPB. It has traditionally been applied in housing, but use has spread over the past decade or so with the growth in commercial building.

The material is much lighter than traditional wet plastering, quicker and cleaner to put up and pull down and requires few technical skills to install. It is also much cheaper. That package of virtues and the booming market caused a former chairman of BPB a few years ago to confess to a meeting of institutional investors that selling the stuff was like taking sweets from children. BPB's output and profits grew fast and far, making it the most highly regarded company in its sector.

Cracks remain as plasterboard leader emerges from price war



British market. Meanwhile, Knauf, the biggest manufacturer in West Germany, was aiming to build its own factory in Sittingbourne, Kent, to take more than 10 per cent. Knauf had been stung by BPB's 1987 encroachment into the West German market with the purchase of Kipig's plasterboard interests. Eternit TAC, a Belgian business, was talking about its own plant and had taken over the Essex importing facilities of Lafarge-Coppes of France, another continental producer, whose imports had won a 2 per cent market share in Britain.

BPB's share price was falling, but the company remained defiant. It decided to build a new factory at Sharpness, near Bristol, increasing total capacity to 200 million square metres, about 33 per cent more material than the market was using at the time.

Those economists following this theoretical case study would now immediately forecast a price war. Both BPB and Redland said that was just what they planned to avoid. The economists would have been right.

BPB admitted that by the end of 1989 plasterboard capacity in Britain would be up to 260 million square metres a year, compared with annual sales at the time of 180 million. The investment in new plant, the company claimed, would still allow it to cut costs by up to a quarter and so

slash prices to see off the competition. As so often, on the eve of a war, both sides were protesting their pacifism and loading their weapons.

The City was becoming increasingly disenchanted. Phillips & Drew, the broker, said about 280 million square metres of new capacity was coming on stream in Europe as a whole to feed a market that would grow by only 40 million square metres during the same period. BPB shares, well over £4 before the 1987 market crash, barely lifted above 250p in 1989.

late in 1988, BPB had been fined £2.1 million by the European Commission for illegal market practices. In 1986 and 1987 in Britain and Ireland, in defiance of its monopoly. A Spanish importer had claimed that the company was making "fidelity payments" to builders' merchants to persuade them not to stock imported material.

The rumours had been rife in the tightly knit building materials trade for years, and not just about BPB. Such practices, although market-rigging of the crudest sort, are not unknown in the industry.

In January 1989, BPB went on the attack, cutting prices in Britain by 4 per cent and in France and Germany by 10 per cent and threatening a 25

per cent cut in real terms in Britain to see off the mounting competition over the next two years.

By the end of that year, BPB was calling on Brussels for help against Redland and Knauf, urging that they should be fined for "dumping", or selling products at uneconomic prices to weaken the competition. Meanwhile the company was calling on the Office of Fair Trading, the old enemy, for a relaxation of undertakings over its pricing structure given in 1977, when there was no competition. The OFT asked the Monopolies and Mergers Commission for a full investigation into the plasterboard market, and BPB was duly released from its undertakings.

In August 1990, Redland effectively threw in the towel. The company had been discreetly hawking its half-share in the loss-making joint venture around the industry, offering it to both BPB and Knauf. In the event, Redland was forced to agree the purchase by Lafarge of CSR's stake, with the French then taking an 80 per cent share of the venture. BPB had another rival in Britain.

The MMC ruling was not an unalloyed pleasure for BPB, because it was based on the clear recognition that the company's monopoly was now ended for good. The MMC found that BPB's market share in Britain had fallen from 96 per cent to

65 per cent over just two years. Redland/Lafarge had 18 per cent and Knauf 10 per cent, the rest being accounted for by the burgeoning import trade.

The OFT threatened to cause BPB more grief when Sir Gordon Burrie, the then director general, asked that a substantial French acquisition, which completed BPB's plans for European expansion, be referred to the MMC. His plea was unusually and controversially overruled by Peter Lilley, the then trade secretary.

BPB duly joined the queue of British building groups raising fresh cash in last year's spring mini-boom on the stock market, raising £125.5 million. The money would be used to pay off borrowings, which had trebled to £300 million in one year, to improve production in Europe and for the inevitable much-trumpeted expansion into Eastern Europe.

At the time that Redland and Knauf entered the fray, plasterboard sales were running at about 150 million square metres a year, up more than 20 per cent on the previous decade, and BPB was enjoying annual pre-tax profits of about £180 million a year, on sales of less than £900 million.

On Thursday BPB, led by Alan Turner who this year named John Maxwell as his successor as chief executive, will be lucky to report pre-tax profits of more than £40 million. A repeated dividend would be uncovered. The price war in Europe over the past five years has cut plasterboard prices 50 to 75 per cent and pushed all small independents out, leaving the big three, BPB, Lafarge and Knauf, to slug it out.

Angus Phauru, of County NatWest, does not expect any growth in European plasterboard volumes in 1992-3 or 1993-4, although a resumption of growth in the European economy thereafter should spark a surge in demand. He sees BPB's profits rising to £300 million a year by the end of the decade.

Even if this happens, will the existing shareholders be there to receive the benefit? Once unassailable, BPB is now vulnerable to an opportunistic takeover bid. In a straw poll of City analysts asked to name their favourite bid target at the start of this year, BPB was one of the most favoured candidates, along with Midland Bank. "If we are changing from a vicious three-to-four-year downturn to a prolonged upturn, then we are at a turning point in BPB's history," Mr Phauru says.

In recent months, list prices of plasterboard have risen 15 per cent in France, 8 per cent in Britain and 20 per cent in Germany. So far, these increases have not held up fully on the ground and discounts are still on offer. If the three big players can be persuaded from cutting each others' throats to the benefit of their customers, the price war may at last be over.

Howard Seymour, at Barclays de Zoete Wedd, says: "To date, it looks like it's sticking."

Whatever the outcome, BPB's halcyon days of exponential growth through taking sweets off children are now over.

THE TIMES CITY DIARY

Caulkett resigns from Daiwa

PETER Caulkett, head of UK equity sales at Daiwa, the second-largest Japanese stock-broking house, has resigned, frustrated by the firm's slow pace of development. "Their timescale is very different to my timescale, in fact their timescale will probably see me in a 'Zimmer' frame," Caulkett, 47, says from his Southend, Essex, home. Caulkett has opted instead to work for Teather & Greenwood, an old-style stockbroking partnership run by old-Etonian Jeremy Delmar-Morgan, the senior partner. He will start before the end of July. "I am going to be a salesman there and although I knew my top half-dozen clients would all come with me, I was amazed, as I worked my way further and further down the list, how many of the others knew all about Teather & Greenwood, said it was a smashing little house and said they had been waiting for an excuse to do business with them." Caulkett says that when he joined Daiwa three years ago, his brief was to build up and run a UK institutional equity sales team and he was told that that role would, during the course of two or three years, be expanded to cover research. "But over the past two or three years it has gone nowhere and I could see no sign of it going anywhere," Caulkett says. "They are trying to do everything on a pan-European basis, with one analyst per sector, which means they are spread very thinly. The analysts also spend a lot of time



...got another new hat since Ascot - that's a sign of recovery.

now head of UK and European Equities at Nikko. Roe, 37, says: "Our paths crossed for about a week, he joined just as I was about to leave, and no, the same thing is not going to happen again - it's too good here. We have built up a fairly strong base servicing UK clients and we now want to strengthen that by selling into Europe and selling European stocks. We will continue to build up our sales desk but we are being very choosy."

AN advertisement spotted by a reader in *Harare, Zimbabwe*: "Mulan's Woodlands crocodiles are fed every Wednesday and Saturday afternoon at 4.30. Bring the children."

On his bike

ROGER Turner, a European government bond trader at Yamaichi, the securities house, was the toast of his firm yesterday after he took to his bicycle and beat British Rail's Brighton to London journey time by two hours. Turner, who lives near Lewes, Sussex, boarded a London-bound train in Brighton at 6 am on Sunday, with his bicycle, so that he - and 84 Yamaichi colleagues, among 27,000 competitors - could take part in the London to Brighton bike ride in aid of the British Heart Foundation. The journey to London took five hours, compared with the three hours he took to cycle back. "British Rail kept making people with bicycles get off the trains as they didn't have enough stock," Simon de Ferrer, Yamaichi spokesman, says.

CAROL LEONARD

Lloyd's must remember that its names are its assets

From Mr John Charnley  
Sir, The decision of the council of Lloyd's not to launch a "rescue package" for the hard-hit names has left many names in a state of shock and despair.

Whilst it is perhaps right that the rest of the names should not have to bail out those hardest-hit, it is incredible that the council have not followed the route most widely advocated - that the managing agents, members' agents and brokers who work in the market should contribute to a fund to "cap" the worst losses and thereby reduce the need for names to litigate.

The decision to reduce the level of the "cap" in future, so as to attract new names to replace those being forced to resign, merely adds insult to injury. At present, a name

cannot apply to the "hard-ship" committee while still underwriting. However, there are many names who see that the only way to survive these huge losses is to continue to underwrite in the firm market conditions that now prevail. The council should therefore be urged to act as follows:  
1. That names be allowed to apply to the hardship committee whilst continuing their underwriting.  
2. That Lloyd's uses its considerable security to arrange loan facilities for the hardest-hit names from merchant banks or, if necessary, from the Bank of England - at say, 1 per cent over bank base. This would give names more time to reorganise their affairs and trade through these losses. They would then not be at the

mercy of the high street banks, who are notoriously fickle at the moment.  
3. That Lloyd's continues to try to work out a solution with the market, and quickly, to cap the worst losses of 1988 to 1990, to reduce the avalanche of litigation that now threatens to engulf the market.  
Finally, Lloyd's would do well to emulate good companies that take care of their skilled workforce because they see them as an asset. Lloyd's names are its assets, and it would do well to treat them with some care and respect, qualities which have been sadly lacking recently. With a little bit of help, these names can still be an asset to Lloyd's.  
Yours faithfully,  
JOHN CHARNLEY,  
Wickham, Hampshire.

Central fund should extend 12-month loans to hard-hit syndicates

From Mr Oliver Gillie

Sir, The decision by the council of Lloyd's not to mount a rescue operation for the worst-hit names will cause great distress, not least because of the expectations that were allowed to build up ahead of the negative announcement. But there were always so many large, if not insuperable, obstacles that a settlement with any chance of calming the atmosphere was very unlikely. However, it seems to me (a bruised but I hope not too badly battered name) that there is a relatively simple option that is still available and which would deal with the perceived immediate injustices. The various action groups, and especially the Gooda Walker one to which I belong, are particularly incensed that with reports commissioned by Lloyd's themselves still to be produced, and with what they see as strong

cases for litigation, cash calls are about to be made and strongly enforced which will cause much hardship and many bankruptcies. Much of this money will not be collected even if no injunction to prevent collection is successful and a tidal wave of such injunctions is likely to hit the courts within days.  
The resulting non-payment will have to be met by the recently boosted central fund. So why should the central fund not lend money to the troubled syndicates, on a strictly limited basis, for 12 months? The names would not be freed from their obligations but cash calls could be reduced to manageable proportions, or even eliminated, while the internal reports are produced and digested, and a test case or two has come to court. The strain on the central fund would obviously be greater this way but the rate of non-

payment looks like being very high in the worst-hit syndicates.  
If the reports find nothing untoward and the court actions fail, the names will have gained nothing but time and a reduced sense of massive injustice. Lloyd's will not be spared a great deal of bad publicity but it might prove a little less bad. But if serious wrongdoing or negligence is found, providing grounds for claiming against errors and omissions policies and perhaps even beyond, many bankruptcies and much human misery will be saved.  
Yours faithfully,  
OLIVER GILLIE,  
126 Court Lane,  
SE21.  
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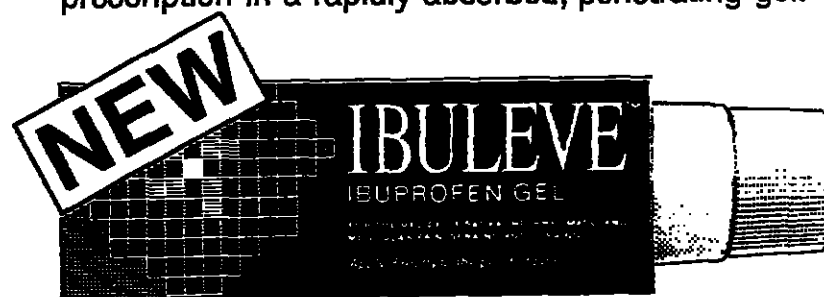
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4	TSB	Banks/Disc	
5	Burnfield	Electrical	
6	Ud Riscu	Food	
7	Rothmans	Tobacco	
8	Electron	Building/Rds	
9	John Roads	Food	
10	Ellis & Eward	Chemicals	
11	EMAP	Newspaper/Pub	
12	Hammerson	Property	
13	Calor Gas	Oil/Gas	
14	Castle Conn	Leisure	
15	Gaskell	Textiles	
16	Whitson	Industrial	
17	Schm Water	Water	
18	Arjo Wiggins	Paper/Print	
19	Fin Ar Dev	Draps/Srs	
20	Alph Nil	Banks/Disc	
21	Argo Pls	Draps/Srs	
22	Bowthorpe	Electrical	
23	Bowmer	Industrial	
24	Hartstone	Draps/Srs	
25	Dowry	Draps/Srs	
26	LWT CP	Leisure	
27	Baroness Pk	Newspaper/Pub	
28	Johnson Chan	Food	
29	Smith Dark	Paper/Print	
30	Anglian Water	Water	
31	Hipe	Transport	
32	Epwin	Building/Rds	
33	Blue Circle	Building/Rds	
34	CML Mion	Electrical	
35	ASW	Industrial	
36	Argyll	Food	
37	Reuters	Industrial	
38	Waz	Paper/Print	
39	Cater Allen	Banks/Disc	
40	LRMS	Electrical	
41	Evered Bardon	Building/Rds	
42	Courtsalls	Chemicals	
43	Tate & Lyle	Food	
44	Billam U	Industrial	

© Times Newspapers Ltd. Total

Please take into account any minus signs

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.

MON TUE WED THU FRI SAT Total

Mrs Wilma McLoughlin, of Broadstone, Dorset, won the £2,000 Portfolio Platinum prize yesterday.

1992 High Low Company Price Price Net Yld

BANKS, DISCOUNT, HP

317 Abbey Ind 207 -2 105 52 85

318 Abbey Ind 207 -2 105 52 85

319 Abbey Ind 207 -2 105 52 85

320 Abbey Ind 207 -2 105 52 85

321 Abbey Ind 207 -2 105 52 85

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364 Abbey Ind 207 -2 105 52 85

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366 Abbey Ind 207 -2 105 52 85

367 Abbey Ind 207 -2 105 52 85

368 Abbey Ind 207 -2 105 52 85

## Shares slump

ACCOUNT DAYS: Dealings began June 15. Dealings end June 26. Settlement day June 29. Settlement day July 6. Forward bargains are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

1992 High Low Company Price Price Net Yld

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## Portfolio

## PLATINUM

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£2,000  
Claims required for 19 points  
Claimants should ring 0254-53272

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THE TIMES TUESDAY JUNE 23 1992

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10/14/19	22.26	17.25	0.70	
10/15/19	22.26	17.25	0.70	
10/16/19	22.26	17.25	0.70	
10/17/19	22.26	17.25	0.70	
10/18/19	22.26	17.25	0.70	
10/19/19	22.26	17.25	0.70	
10/20/19	22.26	17.25	0.70	
10/21/19	22.26	17.25	0.70	
10/22/19	22.26	17.25	0.70	
10/23/19	22.26	17.25	0.70	
10/24/19	22.26	17.25	0.70	
10/25/19	22.26	17.25	0.70	
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10/27/19	22.26	17.25	0.70	
10/28/19	22.26	17.25	0.70	
10/29/19	22.26	17.25	0.70	
10/30/19	22.26	17.25	0.70	
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11/02/19	22.26	17.25	0.70	
11/03/19	22.26	17.25	0.70	
11/04/19	22.26	17.25	0.70	
11/05/19	22.26	17.25	0.70	
11/06/19	22.26	17.25	0.70	
11/07/19	22.26	17.25	0.70	
11/08/19	22.26	17.25	0.70	
11/09/19	22.26	17.25	0.70	
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11/11/19	22.26	17.25	0.70	
11/12/19	22.26	17.25	0.70	
11/13/19	22.26	17.25	0.70	
11/14/19	22.26	17.25	0.70	
11/15/19	22.26	17.25	0.70	
11/16/19	22.26	17.25	0.70	
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11/23/19	22.26			

STEWART PORTFOLIO TRUST			
MANAGEMENT			
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Argentina peso	1.84141-1.8443	Australia	1.33333-1.3342
Australia dollar	2.48102-2.4843	Austria	1.1102-1.1104
Bahamas dollar	1.00000-1.00000	Belgium (Com.)	1.20000-1.20000
Brazil cruzado	6012.07-6015.69	Canada	1.9575-1.9600
Cypriot pound	0.60-0.6335	Denmark	0.63260-0.6410
Dutch guilder	1.93627-1.9370	France	1.66667-1.66667
East German mark	1.33333-1.33333	Germany	5.6685-5.6685
East German dollar	35.32-35.77	Hong Kong	7.1584-7.1593
Indian rupee	52.01-52.02	India	1.00000-1.00000
Indonesian dollar	0.53585-0.5425	Italy	1.2700-1.2700
Japanese yen	4.6380-4.6380	Japan	118.10-127.26
Mexico peso	0.7580-0.7580	Netherlands	1.7700-1.7720
New Zealand dollar	3.40893-3.4162	Norway	6.1300-6.1320
Philippine peso	0.01000-0.01000	Portugal	20.4800-20.4800
Singapore dollar	0.3185-0.3172	Saudi Arabia	1.9500-1.9500
Sri Lanka dollar (nfl)	0.4848-0.4855	Singapore	1.9500-1.9500
Sri Lanka dollar (lfr)	0.4848-0.4855	Spain	16.950-16.970
Taiwan dollar	0.16667-0.16667	Sweden	4.66667-4.66667
U.S.A. dollar	0.8125-0.8375	Switzerland	1.7500-1.7500

MONEY RATES (%)				
Rates: Clearing Banks 10 Finance Hse 10% Discount Market Notes: Overnight 10% Treasury Bills (Delibuy): 2 mth 5% 3 mth 5% Sell: 2 mth 5% 3 mth 5%				
Prime Bank Bills (Dis- count)	1 mth 10% <sup>10</sup> 10% <sup>10</sup>	2 mth 10% <sup>10</sup> 10% <sup>10</sup>	3 mth 10% <sup>10</sup> 10% <sup>10</sup>	6 mth 10% <sup>10</sup> 10% <sup>10</sup>
Discount Money Rates: Overbids	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>
Overnight open 10% close 10%	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>
Local Authority Depts Offering	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>	10% <sup>10</sup> 10% <sup>10</sup>
Treasury CDs	3.30-3.75	n/a	3.81-3.78	3.92-3.92
Bank CDs	3.30-3.75	n/a	3.81-3.78	3.92-3.92

EUROPEAN MONEY DEPOSITS (%)					
Journey notice	7 day	1 mth	3 mth	6 mth	Call
Belgium	26.0%	2.5%	4.3%	4.5%	9.0%
Denmark	26.0%	2.5%	4.3%	4.5%	9.0%
French Franc	10.0%	10.0%	10.0%	10.0%	10.0%
German Mark	10.0%	10.0%	10.0%	10.0%	10.0%
Italy	4.0%	4.0%	4.0%	4.0%	4.0%

**million:** Open \$34.80-342.50  
**Low:** \$340.70-341.20  
**Overseas:** Old \$80.50-82.00 (\$43.25-44.25)  
**Antiques:** \$363.00 (\$195-40)

**Chase:** \$342.25-342.75  
**Krogerbund:** \$342.00-343.00 (\$183.25-184.25)  
**New:** \$81.00-82.50 (\$43.50-44.50)  
**Silver:** \$4.05 (\$2.175)  
**Palladium:** \$80.75 (\$43.30)

**million:** Open \$34.80-342.50  
**Low:** \$340.70-341.20  
**Overseas:** Old \$80.50-82.00 (\$43.25-44.25)  
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**Palladium:** \$80.75 (\$43.30)





## EXECUTIVE CARS

## Waiting for the fleet to come in

The luxury car sector is watching out for the return of the corporate buyers, Kevin Eason explains

To executive car makers a glimpse of the end to Britain's recession is like a drowning man spotting land: it may be a long way to swim but at least there is hope.

At any other time during the past two years, the meagre increases in sales recorded by the motor industry in April and May would have been barely noticeable, no more than blips on a graph resolutely anchored at the bottom of the sales chart.

For the executive car makers, a slight increase in sales in May was the first and, so far, the only sign that the worst is over and that sales may revive soon.

The sales charts underline the fact that sales of executive cars have been torpedoed by the recession. After accounting for about 11.5 per cent of all new car sales in the peak years of 1988 and 1989, their share has sunk back to 8.6 per cent in 1990 and 8 per cent last year.

Unless there is a huge improvement in fortunes towards the end of the year, particularly in August when the change to the "K" registration letter will spark the biggest sales month of the year, there is little chance that executive models will see their share of the market revive.

More than any other sector of the market, sales of executive cars in this country depend almost entirely on the fortunes of business and there have been precious few businesses enjoying good fortune lately.

It is a market dominated by company buyers: the fleet managers who decide who gets what in the company car pecking order, from the top sales representative up to the chairman.

In America, for example, almost all sales of Jaguars are to private buyers, who typically earn more than \$100,000 a year (£58,000) and buy petrol at about 70p a gallon.

Nine out of ten Jaguars sold in Britain go into company fleets as transport for managing directors and chairmen simply because there are so few private buyers around who could or would afford the luxurious "big cars", even though they are competitively priced against the competition from Mercedes-Benz and BMW.

For volume makers, such as Ford, Vauxhall and Rover, fleet sales also account for more than 70 per cent of their Granadas, Carions and 800s. That means there is no clearer mirror to reflect the health of the nation's businesses than the graph which charts sales of executive cars.

When business booms, so do the car manufacturers who make saloons with luxury fittings and the power to toll up and down motorways on long sales trips.

When the recession bites, companies close their cheque books and the sales of executive cars simply dry up. That has been the story of the past two years.

In fact, the recession has proved a two-edged sword in the executive car sector. Not only have motor manufacturers been unable to get rid of new cars, but there has been a flood of very good second-hand cars in the hands of dealers and auctioneers from companies suffering financial stringency or even bankruptcy.

That means that the astute buyer has been content to sit back at auctions and buy nearly new cars at relatively low prices.

Tom Madden, director of



Under the hammer: for customers looking for second-hand luxury the best buys are to be had at auction

customer affairs at ADT Auctions, says that the best cars usually disappear before they reach the auctions, often being sold to family or friends. The rest, however, represent bargains for buyers who know what they are looking for.

Two-litre Granada Ghias and highly specified Rover 800s have found buyers easily, he says. Three-litre cars have been more difficult to find homes for, with some very expensive models not attracting much interest at all.

Mr Madden says: "The kinds of people buying at auctions or from used-car dealerships want good value for money. They might be two-litre cars but with all the extras on board. A big-engined car may not prove such good value and might attract more personal taxation for a businessman buying a company car."

However, it is on the new-car business that manufacturers have been concentrating their attention, bringing out plenty of new products but at the same time assailed on all sides by buyers unable or unwilling to spend, soaring insurance costs and a general trend towards smaller, more economical cars.

Rover launched its new 800 series straight into this unpleasant mêlée at the turn of the year and might have expected to encounter a tortured start. In fact, its new car has gone to the top of the charts in the "H" segment, by

which manufacturers define volume executive models. After five months on sale, the Rover 800 is taking 14.4 per cent of the British executive car market, a good start for the second generation of the model, particularly as the new, sporting coupé is only now coming into showrooms to provide further competition for BMW and Mercedes.

Mercedes remains the strongest of the foreign manufacturers, with both its compact 200/300 series and its 190 series cars in the top ten. Add together the market shares of the two model groups, however, and Mercedes shows strongly as the market leader, accounting for 15.5 per cent of all executive sales.

The figures make less happy reading for Ford, which topped the sales charts last year with its Granada. Granadas accounted for 19.3 per cent of all executive model sales in 1991, but the car is starting to look all of its advanced years against some of the sprightlier competition. At the upper end of the executive car echelon, there is no cause yet for celebrations but there was some evidence of a slight upturn in the fortunes of Jaguar with sales perking up in May.

Mercedes has also found that, in spite of the recession, there have been buyers around for its S-Class saloons, the model already being described by pundits as the best car in the world, even at prices between £40,000 and £86,000. The company has

delivered 1,000 cars in seven months, setting a British record for the series.

Hans Tauscher, managing director of Mercedes-Benz (UK), says: "There can be no denying that the past two years have been extremely difficult. The quality car market has not been immune to the recession so it was not exactly the ideal time to launch a new, expensive car."

Mr Tauscher is one of those who think the market will turn around, albeit slowly, during this year as business confidence and profitability return.

That is what he and the rest of the industry are hoping in earnest, because if things do not improve there will be an awful lot of very expensive cars sitting in fields over the next few months with no homes to go to.

## Managers find a silver lining

Fleet management services account for more than a quarter of the long-term car rental and leasing market, which makes it the favoured route after contract hire for companies organising the buying and running of their corporate cars.

Fleet management typically can offer companies a wide range of services, with clients choosing what they need as if from a menu, although most opt for a small number of services. The trend for companies to stick to their core businesses and contract out other needs means that many turn over the entire job of fleet handling to the professional fleet manager.

That means involvement from the initial buying of vehicles — where a fleet management company can strike good deals because of volume buying — through their operational life and to eventual sale. It also involves advising on general fleet policy, such as which cars would be the most efficient for a given client, and dealing with peripheral needs, such as driver training.

Fleet management has shown consistent growth and has been given a boost during the recession as companies have hunted for improved efficiency, according to Colin Tourick, director of business development at Fleet Motor Management (FMM), based in Cambridgeshire. His company, one of the two leaders in the fleet management sector, manages more than £400 million worth of customers' vehicles and is a subsidiary of Commercial Union, the financial services group.

The other leading operator is PHH Allstar, based in Swindon, Wiltshire, which is a subsidiary of America's PHH Corporation, the pioneer of the fleet management concept. The three men who founded PHH — Duane Petersen, Harley Howell and Richard Heather — returned from the second world war to the transport business and decided that instead of building up their own vehicle fleet they would manage somebody else's instead.

Rob Whalley, marketing director for PHH Allstar, which manages more than 120,000 vehicles for clients, says: "The raison d'être of fleet management, now as then, is controlling a client's costs so that in a recession we can offer something concrete to companies seeking to reduce costs and we can monitor them carefully. As a result we have been seeing new business coming in strongly, although some has also diminished as some firms

have cut back in size under the impact of the recession."

Throughout the fleet management sector continued scope for growth is foreseen because of the need for companies to seek further efficiencies as the economy climbs painfully out of recession. Moreover, about two thirds of all business fleets are still managed by the companies themselves, leaving plenty of potential for winning more firms over to the idea of bringing in fleet management specialists.

Mr Tourick says: "I believe the fleet management sector has gained because of the recession. We ourselves have seen growth throughout 1991 and into 1992 with a lot of demand still coming through."

It could be partly a shift from one market segment to another, because some companies seem to look for an alternative to contract hire, Mr Tourick says. However, he believes that contract hire is the ideal option for smaller fleets because it provides an additional form of finance for a smaller company while guaranteeing monthly outgoings on the vehicles, which in turn underpins cash flow.

Mr Tourick argues that once a fleet exceeds about 100 cars a company is big enough to finance vehicles from its own cash resources or existing lines of credit. Disposal profits also go back to the company.

"A reputable fleet management company," he says, "will provide accurate maintenance costs and residual value forecasts, thus managing the risk elements."

Mr Whalley says: "A company might not need help in buying cars but wants finance. So leasing or perhaps contract hire can be offered. Or buying at advantageous prices might be exactly what is wanted yet a company might be cash rich and so be able easily to fund vehicle purchasing."

One way to take the strain out of running a fleet is to offer a maintenance service on a charge-card system. PHH has its Allstar fuel card, which is acceptable on two out of three petrol forecourts around the country. Vehicle maintenance is also available on charge card at more than 12,000 outlets throughout Britain.

Fleet management can also take the sting out of selling a used car. About 60 per cent of company cars are sold off through auctions, about 30 per cent to a client company's employees and the balance to the motor trade.

DEREK HARRIS

## BEST SELLING EXECUTIVE CARS



Britain's best selling executive cars this year	Number sold	Market share
1 Rover 800	7,889	14.4%
2 Volvo 7000	7,557	14.2%
3 Vauxhall Carlton	6,437	12.1%
4 Ford Granada	5,883	11.0%
5 BMW 5-series	4,784	9.0%
6 Mercedes 200/300	4,283	8.1%
7 Mercedes 190	3,908	7.4%
8 Audi 100	1,947	3.7%
9 Saab 900	1,893	3.6%
10 Renault 25	1,843	3.4%
11 Citroen XM	1,591	3.0%
12 Peugeot 605	1,457	2.7%

## Plastic controls fuel bills

Charge cards for forecourts can keep costs down

AS PETROL reaches a post-Gulf war peak, the pressure on companies to make sure that they are getting maximum value out of every gallon mounts, David Young writes.

Pressure is also increasing to make sure that every penny spent by the companies goes on petrol rather than the many other items which are now available on the forecourt.

So it is hardly surprising that the benefits of the petrol company charge card as a management tool are being vigorously promoted.

Cards such as the BP Supercharge card can give the company fleet manager detailed information on every purchase, but one important factor the fleet operators demand is that cards can be used at outlets other than those operated by the issuing charge card company. It is for that reason that BP cards are usable at Shell stations and Shell cards at Esso stations as well as at most other sites.

Ron Neal, manager of cash control at 3M, says: "With a fleet over 1,000 vehicles you can imagine the amount of paperwork involved in monitoring and controlling fuel costs. While exploring ways to streamline the process we didn't want to find ourselves at the mercy of any one oil company should there be a disruption of supply."

"The solution we settled on was a multi-brand fuel card which offered an excellent nationwide network. BP Supercharge fitted the bill."

Edie West, accounting services manager of Honeywell, says: "We have always been careful to monitor our fuel costs, but we could never understand why, when we came to settle bills, we were paying an average of 11p a gallon more for our petrol than pump prices."

"We suspected that the main problem was something that we called the 'fiddle factor'. After a long-term audit we discovered a number of employees adjusting their expenses. Within one year of introducing BP Supercharge we had cut this 'premium' from 11p to 2p and saved £50,000 to £70,000 a year on a fleet of 1,200 vehicles."

Amanda Nicholson, Shell Cards product manager, asks: "How can any modern fleet manager or anyone responsible for running a fleet of company cars or commercial vehicles survive without a fuel card?" Shell is one of the market leaders, with four different cards available, Shell Agency, Shell Gold Card, euroShell and the Shell Account Card. With so many cards to handle, the company has set up its own dedicated computer system.

Shell Agency started life in 1959 and can be used at 5,000 Shell and BP outlets. No fees or charges are made for the card, with payment for fuel made by direct debit, giving an average of 25 days' free credit.

The Shell Gold Card, which can be used on all British Shell sites and at 300 Esso sites, gives managers data on the expenditure and performance of every vehicle in the fleet and precise details of what has been purchased, so that no cigarettes or confectionery can be added to the bill without permission. Value-added tax payments are listed separately and the card can be "tuned" to pay for servicing, parts and repairs, and AA membership can be included.

The euroShell card gives access to 111,000 sites in 24 countries and can be used for servicing, repairs, some ferries and tolls and also gives HGV drivers access to a 24-

hour breakdown service in 14 European countries.

The Shell Account Card is aimed at local business users and operates in 15 key regions in the Britain. Each card can be specific to an individual or a vehicle and for specific products, allowing tight controls to be kept on budgets.



The CZ(ZZZZZZZZ)90

Low tread noise that won't disturb passengers.

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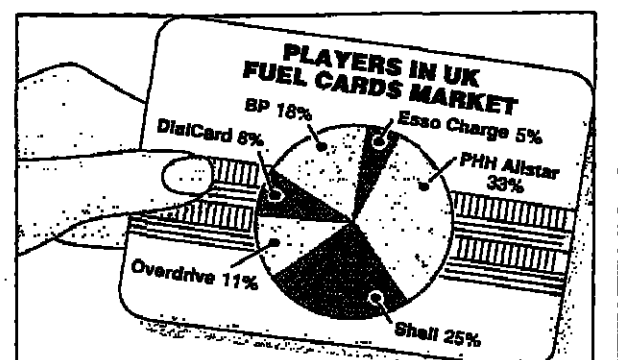
Even today, noise reduction is a feature worthy of a heading.

To this end, our German engineers have got their brains ticking and they've come up with the CZ90. It's a high performance low-profile sports tyre, but don't be misled; an ingenious tread configuration and rigid centre rib make it as quiet as a lamb.

If you'd like to know more about the CZ90 and the rest of Continental's range, have a quiet word on 081 547 0105.

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German engineering where you need it most on a car.



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A/C

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Of course, the 405 has always provided a high level of excitement.

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## PEUGEOT 405

THE LION GOES FROM STRENGTH TO STRENGTH



Stunning debut the Volvo 850 has all the virtues of its predecessors with additional driving comfort

## Full power dressing

Car makers are quick to meet demand for symbols of corporate success, John Blauth explains

Being senior people, executives need executive cars, which means cars with an easily distinguishable status, to underline their driver's position, both in the company car park and on the domestic driveway.

Some years ago, the choice was fairly simple: if you were getting there you drove a BMW. If you had already arrived, you drove a Jaguar or Mercedes. If it did not actually matter whether you got there or not, you were driven about in a Rolls-Royce or, if you were not quite that old, you drove yourself around in a Bentley.

Today, BMW makes cars which start from £14,500 and go up to an awe-inspiring £61,495. Jaguars range from £24,850 to £48,650 and you can get a Mercedes from £16,600 to £86,154.

In between all these comes a host of new entrants into the volatile and exciting parade of executive company cars. Car makers have realised that this market sector, though savaged and much deflated by the recession, is ripe again for the plucking.

Today's executives want several things from their company cars apart from status. They want a fine sound system as standard. Air-conditioning is a firm favourite, but if the budget will not stretch to that, then a sunroof is a must. Electric windows and central locking are much in evidence on most cars costing £15,000 and upwards these days, but power steering is gaining in popularity, both as an optional extra and a standard requirement.

Tax efficiency is always important and the present system has led to a huge demand for cars with engines of less than two litres, costing less than £19,250 but with high standard specifications.

It is only the media which expresses any real interest in sales and the environment: experience shows that executives, just like any other car buyer, will not forgo the pleasures of, say, an on-board CD player in exchange for anti-lock brakes or a catalytic converter, so enlightened manufacturers have started sticking both on as standard and throwing a CD player in with the price increase that all three additions impose.

Take two executives. Both pay 40 per cent income tax, both drive BMWs, and both have their fuel supplied by the firm. One does 2,450 business miles a year in his £32,000 535i Sport. His partner does 2,550 business miles a year in his fractionally slower 535i, priced at £28,540.

The executive in his 535i Sport faces a tax bill of £5,956 a year, a staggering £100 a week, while his colleague pays only £2,676 a year in tax, less than half his partner's rate.

The cost to employees of their company cars has long been a confusion of endless tables, mileage allowances and value thresholds. So strong is the suspicion among company car users that they are losing out that when Norman Lamont, the Chancellor of the Exchequer, in his March Budget announced changes in company car allowances the talk was of a cars-for-cash stampede.

Manufacturers feared that his decision not to charge value-added tax when a deduction is made from an employee's salary in return for

whom non-BMW drivers love to hate. Among Italian manufacturers, Alfa Romeo enjoyed a renaissance in this sector of the market when it launched the 164 saloon. A new Alfa Romeo, the 155, is expected to satisfy the market up to £20,000 and a new Lancia Thema is due to go on sale in the autumn.

The past year has seen the launch of two important cars from the Audi stable: the 80 and 100, with a new V8 for the driver who wants to enjoy something exclusive and relatively rare.

Audi has always been well liked by the British business community, not least for its sensible image and well built cars. The cars are still rather on the dull side, but complaints about poor equipment levels are now unfair and dynamically there is not an Audi which fails to impress.

From Munich, the home of BMW, there are several new cars and engines: the 3-series coupé, 5-series Touring (estate), three and four-litre V8 engine 7 series expected in September and the 380-horsepower M5 saloon for the very well-heeled.

BMW still sells most of its cars to buyers with a company cheque book, but its reputation is founded first on quality rather than the image of the thrusting young executive

whom non-BMW drivers love to hate.

Citroën, like Peugeot, its partner in Peugeot Société Anonyme, does not do as well in the executive market as it might like. Both companies offer an excellent spread of cars but have failed to make the impression in this market that they deserved to. Image is all, and both Citroën and Peugeot have failed to persuade buyers in the boardroom that their cars are on a par with anything the Germans have to offer. Their strength lies in equipment levels, and both the Citroën XM and the Peugeot 605 are strong contenders in the traditional executive arena against cars like Ford's Granada and Vauxhall's Carlton.

Ford's main launch this year into the executive market has been the long-awaited Granada Estate. This roomy wagon is a prime weapon against Volvo's dominance of the estate market. Also this year comes a fire-breathing Escort Cosworth 4x4 which is the road-going version of the works rally car and is strictly for the self-conscious.

Japanese manufacturers have not been idle while their European competitors have been busy. Honda has launched the new Prelude, with a fascia panel like a laser light-show and stunning handling because of its four-wheel



Top cat: a Jaguar is for those who have arrived

Calculating the value of a car for tax is a mathematical nightmare

Choosing the wrong executive car could cost you dear because of Britain's confusing and labyrinthine tax structure.

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## For whose benefit?

a company car would finally tilt the balance away from company car use and towards cash-in-hand.

In the event, the rush did not occur, largely because in the same Budget Mr Lamont also announced a comprehensive review of the baffling

company car benefit-in-kind system.

The Inland Revenue, which has been conducting the review, reports later this summer, and the changes are likely to be introduced in time to be implemented by the beginning of the next tax year.

The present system has resulted in cars priced at £19,249.99p and engine sizes trimmed to 1999cc to allow vehicles to beat the artificial company car barriers. Employees need to take account of

their cars' purchase price, engine size, private or company supplied fuel, income tax rate and annual mileage to calculate their benefit-in-kind liability.

Brecon Quaddy, spokesman for a leading fleet management firm, PHH AllStar, says: "The existing benefit-in-kind

rules are hopelessly out of date. For instance the so-called luxury tax band comes into effect for cars priced at £29,000 and over. When that threshold was introduced it was a luxury cut-off point and counted for only a handful of top-flight cars. Today, dozens of cars come into that bracket."

Cars are first evaluated according to engine size. There are three brackets: under 1,400cc, 1,400cc to two litres, and more than two litres. Value is also a factor on cars

costing more than £19,250, with those costing more than £29,000 additionally penalised.

The less you drive the more you pay. Drive less than 2,500 business miles a year and you pay most. The burden lessens if you drive between 2,500 and 18,000 miles a year. Drive 18,001 miles in a year and your tax bill halves again.

Fuel also causes complications. Most executive company car drivers are supplied with fuel by their employers, usually by means of a charge card against an account held at a forecourt chain by the employer. The fuel levy can amount to an additional £376 on the annual tax bill of an executive driving a £30,000 car 12,500 miles a year using fuel supplied by his or her firm.

The executive who drives 2,400 miles a year in his Jaguar Sovereign limousine using company-supplied fuel faces an annual tax bill of £5,956. The executive who puts budget before status and drives a Rover Metro for the same mileage will have to pay only £1,486.

Whatever the permutation, you will need a calculator to make the most of the options.

VAUGHAN FREEMAN



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**A man who can balance a car on a knife-edge  
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**It's a fact - over the years, Grand Prix drivers  
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**The implication is clear. These men, the  
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**From hard experience, Grand Prix drivers  
understand design integrity and in-depth build  
quality. Like no other drivers on earth they  
know what a rare achievement a superb suspen-  
sion system is (either standard, or the more**

# What do 27 of the 34 Grand Prix drivers drive on their day off?

highly tuned Sportline option). Like no other  
drivers they understand great handling and  
road-holding. Like no other drivers they  
understand performance in its widest sense  
- the overall dynamic ability of  
a car. Most of all, they enjoy the  
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**AWAY FROM THE TRACK -  
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and stressful cockpit of a Grand Prix car, they  
welcome the haven of tranquillity and reliability  
that every Mercedes model offers.**

**The people who invented the car are still the  
masters of automotive engineering. And no one  
knows that better than the world's best drivers.**

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**MERCEDES-BENZ CARS - FROM £88,300 TO £16,060\***

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From hard experience, Grand Prix drivers  
understand design integrity and in-depth build  
quality. Like no other drivers on earth they  
know what a rare achievement a superb suspen-  
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# Toys for life in the fast lane

Manufacturers of sports cars have plenty of expensive models on offer, John Blauth finds

Porsche has just launched its 968 to replace the 944. Mazda has just put out a new version of the RX7, a twin-turbo, rotary-engined 150 mph car which accelerates faster to 60 mph from rest than a cheetah with a pin in its backside.

Last year Honda launched the NSX, a car it claimed matched the Ferrari 348 for style, speed and drivability. Ferrari has itself recently announced a car to replace the Testarossa, the 512TR. And just before the Monaco Grand Prix, McLaren International launched a supercar which will cost about £600,000. Just to order one required a deposit of more than £100,000.

But this is the caring 1990s. Are we not all supposed to be driving around at five miles an hour in cars powered by cabbages in an essay remake of the Garden of Eden? No, we are not — because cars, as well as being fine things for shopping and school runs, are artefacts of great sensuality, capable of exciting all sorts of primitive feelings in the breasts of all humans who enjoy expensive toys.

Sports cars fall into the same category as extravagant watches, portable CD players, cameras and any electronic gadget which can fit neatly into a pocket or briefcase.

Take the Ferrari. It costs a cool £129,954. It is powered by a five litre V12 engine which develops 422 bhp and has a top speed of 195 mph. It does not matter that normal mortals would never dream of going close to that speed, even faced with a reasonably empty autobahn. You buy a blood-red Ferrari for different reasons: automotive splendour and excellence.

The company, represented in the United Kingdom by Maranello



Hot off the press: Porsche's mass-produced 968 with a three-litre, four-cylinder engine costs from £34,945 and offers the Tiptronic automatic gearshift as an option

Concessionaires, another jewel in the TKM/Inchcape crown, sells five Ferrari models: coupé and cabriolet Mondial 2 plus 2, coupé and targa-top 348 and the new car. The recession should mean that a buyer who was not too fussy about exact specification might not have to wait too long for a new car. Nevertheless, there is a waiting list. And used Ferraris still command healthy prices. The cognoscenti say that now is the time to buy, as prices are on the turn.

Hotly tipped are the 400 and

412s, especially manuals, all Mondials and 328 coupés.

Buying a Ferrari, says one owner, is not unlike getting married, except you worry more about your decision.

Porsche buyers are different animals. Their souls are less emotionally inclined and they are in a different class of wealth. However fine Porsches may be, there is something insufferably vulgar about buying a supercar which professes as a virtue its extended maintenance intervals.

The 30-year-old 911 continues to sell well. In its present guise it is a much better car than it ever was, even though the inside is like a 1950s VW Beetle and its ventilation is quite useless. The wide and imposing 928 has just been re-launched as a GTS with two suspension options and manual or automatic transmission. It is a highly civilised grand tourer with great appeal to many.

Porsche's new 968 is a different kettle of fish. For a start it is a mass produced car, albeit in small num-

bers. Powered by a three-litre, four-cylinder engine, it costs £34,945 for the coupé and £38,724 for the cabriolet, which has a power-operated hood as standard. For another £1,756 you can add Porsche's Tiptronic gearshift, which allows either full automatic or electronic manual gear changing.

Tiptronic is, without question, the cleverest thing to hit transmission since the first torque converter was built. It permits a driver to enjoy driving and to endure traffic with the minimum of discomfort. It

does slow the car's acceleration from nought to 60 mph by 1.4 seconds compared with the manual version (7.9 to 6.5 seconds — slower than the Vauxhall Cavalier GSi) but it does its job firmly and without drama or excitement.

Mazda's new RX7 is aimed directly at the 968 and as it is startlingly quicker to 60 mph and costs £34,000 but comes with air-conditioning and various other options as standard, it may well appeal to those seeking dynamic purity rather than solid tradition.

## Gripping on the corners

Once confined to the farm, four-wheel drive now improves road handling

Four-wheel-drive vehicles used to be seen only on farmyard tracks and upside down in ditches on mud-spattered rally stages.

Today, these vehicles have been "civilised" through advances in motorsports, although they are still seen by many as high-performance derivatives. However, the real advantages are not in pure performance. Indeed, for acceleration and straight-line speed four-wheel-drive cars are invariably slower than their two-wheel-drive cousins, provided the conditions are perfect. And since four-wheel-drive saloons are still not much use in ploughed fields because of their low ground-clearance their attractions seem limited.

This has not stopped most manufacturers adding a four-wheel-drive derivative to their ranges as more and more thinking motorists become aware of the important advantage of 4x4 safety.

In the wet, on ice, on less than perfect road surfaces, four-wheel drive makes motoring safer, more relaxed and more assured. Cornering also becomes safer as all four wheels work to bring the car round, rather than just two.

That is why four-wheel-drive sales in the United Kingdom have doubled since 1987, when they took 1.5 per cent of the market for new cars. Now they account for 3 per cent of all new cars bought.

Martin Christopher of Audi says: "In Germany four-wheel-drive cars have always been sold on safety rather than performance. The British market tends to think of 4x4 as a high-performance derivative. The real benefit is safety, with improved traction in all weathers, especially taking off from a busy junction and in corners."

The typical Audi 4x4 buyer is also more than usually interested in the technology in his vehicle, Mr Christopher says. "Our research

shows the average driver to be a bit of a technocrat, who prizes the technology that goes into the vehicle as well as the safer driving."

The range of 4x4 executive cars now on offer is as wide as it is baffling. Audi's original Quattro coupé set the benchmark against which four-wheel-drive motoring has since been measured. The new 80 range includes the two-litre 16-valve Quattro (£19,700) and the beefier 2.8E Quattro (£21,495). There is all-corner power too in the 100 series, with the 2.3E Quattro (£21,275) and 2.8E (£25,876), with the flagship Audi V8 (£43,500) rounding off the range.

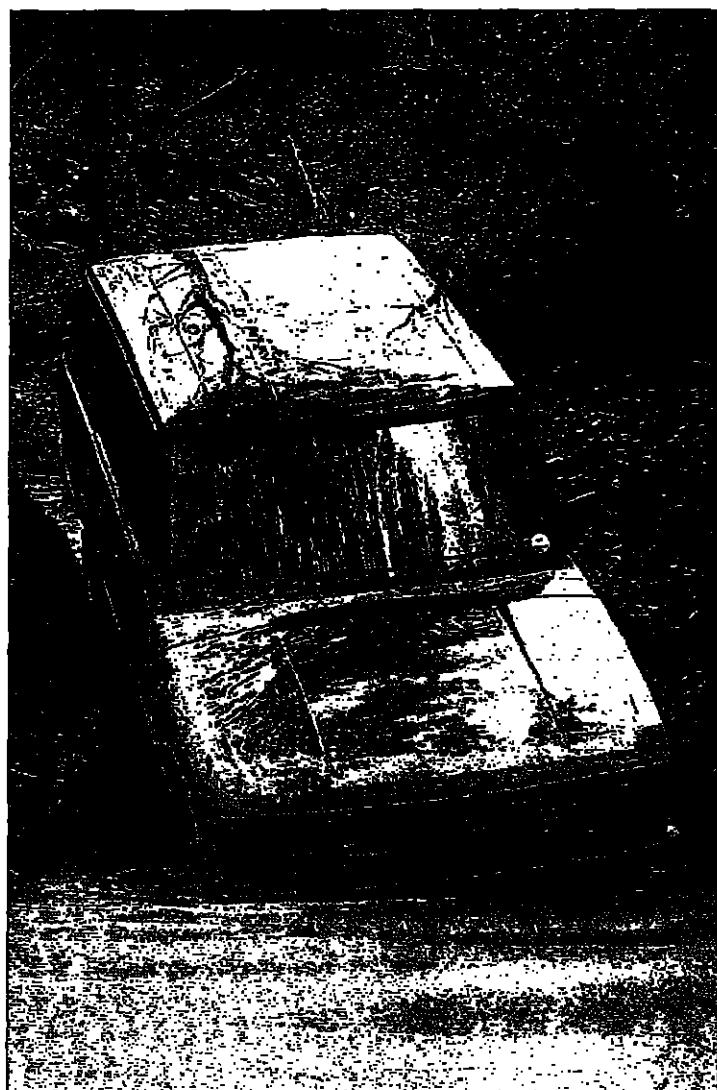
While the 80 and 100 series might suit senior executives, the chairman of the board might go for the V8. Its massive four-litre engine is capable of 155 mph, but it seems to try too hard to be all things to all people. Its size loses it the Audi sporting edge without compensating with prestige or stature.

Ford's four-wheel-drive offerings start with its 4x4 Sierra, rising to a 4x4 2.9 Ghia Granada, with the sporty RS Cosworth four-wheel-drive as well. These cars are relatively cheap — £17,000 for the two-litre Sierra, £20,500 for the RS Cosworth Sierra Sapphire and £23,000 for the Ghia Granada.

The drawback, in a sector where status is all, is that the blue Ford badge might not sit too prestigiously in the executive car park next to all those BMW badges. Moreover, the aged Sierra design is due for replacement next year.

Nevertheless, Ford's rally-driven 4x4 systems master any road surface, and the RS Cosworth, with 220 bhp and a top speed of 144 mph, will leave cars twice as expensive without a wheel to stand on. For sheer performance per pound, it is hard to beat.

If speed is a priority, one of the few cars to challenge Ford's Cosworth is Lancia's Delta HF



Taking the plunge: a Land-Rover Discovery shows its paces

Integrale. This too is a car with a rally-proven heritage. Its drawbacks are that it comes only in left-hand drive and is imported in small numbers, making availability difficult.

However, for sheer driving thrills it is almost impossible to lose in the wet and matches a Porsche Carrera 4 in performance, with a top speed of 134 mph and phenomenal acceleration. The asking price is £23,200 for executives who want a little more on the drive from A to B.

Where the Cosworth and Lancia are supreme examples of how 4x4 drive can benefit with greater traction on the flat, Land-Rover's Discovery shows 4x4 at its best off the road.

So important has this sector of the executive car market become that Land-Rover has now produced a Discovery model specifically aimed at beating the Inland Revenue's £19,250 company car tax threshold.

The Discovery TDi five door, unashamedly priced at £19,249, is powered by a 2.5-litre turbo-charged diesel.

John Russell, Land-Rover's commercial director, says: "Many types of business users need a dual-purpose vehicle. These people want something that can tackle one in two muddy slopes and can cruise happily on a motorway."

VAUGHAN FREEMAN

## Courses to steer a safer route

Companies that fail to encourage a higher standard of driving among their executives have only themselves to blame when insurance premiums rise. Courses are available to instil safer driving practices and stamp out the feeling that "it's the firm's car so why should I care".

FMM Motor Management at St Neot's, Cambridgeshire, runs defensive driving courses in conjunction with the Royal Society for the Prevention of Accidents.

It is designed to make drivers aware of potential dangers and how best to avoid them. FMM says its market analysis shows that a 40 per cent reduction in insurance claims can be achieved.

At the moment the opposite is happening, with premiums rising rapidly for the high-powered cars that are favoured by executives. Insurers rate fleets on past claims and a couple of crashes in expensive models can be reflected in the next bill for the whole fleet.

Insurance companies will impose a substantial excess clause and may even refuse to insure models they consider accident-prone.

However, there is a place where the driver of a high-powered car can learn a thing or two in comparative safety: the racing circuit at Silverstone in Northamptonshire.

For the past three years the John Watson Performance Driving Centre has been running advanced driving courses at the circuit and is attempting to persuade insurance companies to offer lower premiums to companies sending their drivers on the courses.

The intensive one-day course costs £150 plus value-added tax, with one instructor for every three pupils. The school's own vehicles are used. Each driver follows a series of exercises designed to make him or her react quickly and safely to potential accidents. The course helps to spotlight the car's and the individual's limitations and encourages pupils to assess the road ahead to avoid common but unnecessary accidents.

Lessons include skid control in a computerised skid car, smooth cornering and changing lanes in an emergency.

The basis of the training is the Skid Car, a Swedish invention approved by the Swedish government, where skid training is a compulsory part of the driving test.

Front and rear-wheel-drive vehicles are mounted on a special cradle which uses hydraulic rams to lift the weight of the car off the tyres to recreate accurately a loss of grip. This can be increased by small amounts to reproduce worsening conditions.

The Skid Cars operate on a dry surface, avoiding the usual greasy, dirty conditions of a normal skid pan. The area is about the size of two football pitches.

Drivers who think the quickest way to brake in an emergency is to stand on the brake pedal, locking the wheels and creating a skid, are taught to reduce braking distances by as much as a fifth.

Mr Watson says: "All companies running fleets of vehicles are aware of the cost of accidents and the way that they can affect the daily operation. With repair costs increasing and the extra administration of organising replacement vehicles it is worthwhile considering a driver-training programme for high-risk employees to help to minimise costs."

He trains police drivers from two counties. There is even a course for chauffeurs and employees in sensitive positions to learn how to avoid kidnappings.

Those who believe they really can drive well have still time to enter the Cennet Safe Business Driver of the Year Award. Three regional heats have been held. Four hundred contestants turned up at the Maidstone heat this month and there are nine more to come. Cennet is hoping for at least 8,000 entrants.

Those who want to find out whether they are as good as they think they are can get an application form by ringing 0753 504777.

RODNEY HOBSON

## Contracts unfreeze assets

RATHER more than half of all company cars are bought outright. However, businesses are increasingly switching to other methods of financing to avoid locking up large sums of company cash which might otherwise be used to fund company activities, including expansion in anticipation of an end to recession, Derek Harris writes.

At the same time, companies are looking to outside professionals to take on the practical details of running a company car fleet, from coping with breakdowns and replacement parts to responsibility for getting the sums right when cars are finally sold off.

Contract hire fuses all these elements and has been growing steadily at an average of about 5 per cent a year. In its latest market survey, The British Vehicle Rental and Leasing Association (BVRLA) estimates that contract hire accounts for 63 per cent of turnover in the long-term rental market.

With contract hire, finance is provided by a lease, and for a fixed monthly rental the company-car owner is covered for all running costs, including servicing and maintenance. Replacement vehicle options are usually built in to cope with accident or servicing problems. Fuel and insurance are the only separate outlays.

Crucially, it is the contract hire company which takes responsibility for resale. With used-car values badly hit during the recession, selling off vehicles at the end of their useful life has become difficult.

In 1991, for instance, BVRLA members reported profits on terminated units averaging just over £300, although a quarter said they had run into losses of up to £500. The past 12 months have seen a number of rental and leasing companies disappearing through merger or closure as losses have mounted.

For the business user contract



Pent-up demand: John Brown

hire is the least risky form of fleet finance, according to the Finance and Leasing Association. However, if a contract hire company starts to run into financial difficulties and is not meeting its bills in good time, it can be the car user who suffers first as trouble emerges with garages and suppliers used by the contract hire company to maintain a car.

Contract purchase is the fastest growing financing method. It is relatively new, yet already accounts for nearly 5 per cent of the market. It is essentially a hybrid between hire-purchase financing and all the services included in a contract hire arrangement.

How the Inland Revenue is likely to react to such arrangements needs to be weighed. With hire purchase, although the car user does not own a vehicle until the end of the hire period, the tax system treats the car user as the owner. Like the business which buys a car outright, the hire-purchase buyer has the advantage of being able to claim capital allowances.

In both these situations the vehicle is logged on the company's balance sheet and not off it as happens with contract hire.

In a survey being prepared by the Finance and Leasing Association, its members in the instalment-credit and leasing sectors do not expect much expansion in the market over the next three months, even though the uncertainties of the general election are now over.

However, John Brown, chairman of the association's motor finance group, believes that pent-up demand will start to come through. "Replacement of many fleets has been delayed to the point where new vehicles simply must be acquired before long. Operators have lengthened the term of their agreements but have put to the stage where they cannot continue to do so."

The growth in contract hire has also been noted by Len Clayton, managing director of Swan National Leasing, part of TSB-owned Swan National, one of the big four in car renting.

In the final quarter of last year, Swan National Leasing saw an 11.5 per cent rise in demand for new cars while February and March this year saw increases of 11 per cent and 13 per cent respectively.

Mr Clayton says: "The recession has forced businesses to re-examine the way in which they finance their corporate fleets. Many companies have realised the unnecessary expense caused by purchasing and maintaining their own vehicle fleets."

\* BVRLA Statistical Survey by EuroMonitor (£250), available from BVRLA, 13 St John's Street, Chichester, West Sussex PO19 1UE

No longer seen as smelly and noisy, diesel-powered cars have gained an environment-friendly image

## Cleaner fuel for a greener conscience

LIKE finding that your neighbour on an airliner has paid less than half the price you paid for your ticket, it can be galling to be overtaken by a car similar to your own with the letter "D" attached to the chrome badge on the boot. David Young writes.

That one letter tells you that the driver in front is travelling just as quickly and just as comfortably as you are at considerably less cost. It shows that the fleet manager of the company that owns the vehicle has done his sums and that the driver has sensibly ignored past prejudices and chosen the diesel option.

As well as saving money many companies are also using their choice of diesel cars to illustrate their "green" credentials.

Diesel cars have taken a larger

share of a new car market that has shrunk by a third since 1990. Their market share has more than doubled in the past five years and sales have climbed steadily.

The increased range of diesel cars on offer has played an important part in this, with up-market models designed to appeal to the executive user and the fleet manager. However, in surveys drivers say that the reasons for choosing the diesel option are cost and concern for the environment and the view that existing financial advantages should increase over the next few years.

Diesel is already about 6p a litre

cheaper than leaded petrol, and 1.5p a litre cheaper than unleaded, although the price of diesel moves closer to that of unleaded in winter, when demand for diesel as a heating fuel rises.

With the European Community moving towards standardisation of duty, which could be introduced as early as 1993, diesel prices could fall by as much as 6.5p a litre next year.

In addition, from January 1993, new petrol-engined vehicles must be fitted with catalytic converters to cut toxic emissions. This will reduce performance and efficiency and narrow the gap in perfor-

mance between diesel and petrol-driven vehicles.

As diesel sales increase, the price advantage of scale of production may drift towards diesels, which are already more reliable, lose less value through depreciation, and are more economical on fuel.

At present, annual running costs for a car driven 10,000 miles a year are estimated by the Automobile Association to be £3,565 for a diesel with an engine smaller than 2,000cc, £2,815 for a petrol-driven car under 1,000cc and £4,320 for a petrol car under 2,000cc. These figures do not include the cost of financing the purchase of the car

and ignore the fact that recent experience at auctions has shown that diesel cars sell more easily and depreciate less rapidly.

With Citroën and Vauxhall listing some diesel models at the same price as petrol versions, the sums may swing even further in the diesel's favour.

A survey by BRS Car Lease of 1,000 drivers found that relatively well-paid professionals over 40 who are not too worried about their image are happy to choose the diesel option.

Significantly, a third of them regularly took their cars abroad, where the lower diesel fuel prices

on the Continent are an added attraction.

However, there are many who have still to be converted to diesel motoring. Research by Shell found that 85 per cent still think that diesels are noisy, 70 per cent think they are smoky and 64 per cent think they are smelly.

Jim Slavin, director and general manager of Shell Retail, says: "Some diesels contain additives and detergents which have vastly improved the fuel. Cetane improvers give more complete combustion, reducing engine noise. Shell Advanced Diesel also produces 25 per cent less white smoke and 8 per cent less black smoke than diesels without detergents, and deodorants have improved the smell."



**Manufacturer's List Price** (correct at time of going to press) including car tax and VAT. Delivery charges (12 month's road fund licence, number plates, delivery to Dealer, and P.D.I.) are £550 inc. VAT. \*Exterior steel. †0-60mph: 7.2 secs, Performance Car July '91.



The carphone is only the beginning of in-car communications, Ken Young reports

## Desk on the dashboard

Although few executives work extensively from their cars, there is a growing number of products that allow the essence of the office to be transferred to the car.

Cellular telephones are by far the most popular in-car business tool. There are more than a million business users of cellular telephony in the United Kingdom, each spending about £1,000 a year in monthly charges (£25) and call charges (£700).

Cellnet last week announced it is to launch a lower cost service for householders and other smaller users by the end of the year to pre-empt the introduction next year of personal communications networks (PCNs). This service is likely to have the present fixed charges of £25 a month and £50 for connection.

After seven years of business the network operators Cellnet and Vodafone have 95 per cent coverage of the United Kingdom by population and suffer fewer complaints over congestion and call quality than in the early days, when they could not keep up with their own staggering growth.

Standard carphones cost about £250 including installation and come with "hands-free" as standard now that the dangers of using a handset while on the move are fully appreciated. Car kits, which allow a portable cellphone to be fitted into the car when needed, are increasingly popular. An example is the Panasonic F2, which costs £250 plus £400 for the car kit.

At the top end of the market there is often concern that the installation of the phone or car kit should not clash with the interior design of the car. Some manufacturers, notably Range Rover and Mercedes, provide conversion kits themselves, but many do not. Carphone dealers charge between £200 and £500 for such tailor-made conversions.

But what if you cannot get to your carphone when someone is calling? About 15 per cent of cellular users now use automatic messaging to

ensure they do not miss calls. Messages can be retrieved when required and are charged by duration, adding about 15 per cent to the yearly bill. Call transfer to another phone or even to a paging service is also available.

Over the next three years the choice of mobile services is expected to quadruple as pan-European digital services, known as GSM (Global Systems for Mobile Communications), nationwide digital services and PCNs are launched.

Attention is now focusing on GSM, which will become available in Britain and some other European countries during the next 12 months. The most important benefit will be the ability to use the phone in any of the countries

offering GSM with a high quality digital service. But GSM is not expected to generate significant interest in Britain for some time, partly because only about 10 per cent of cellular users roam between countries and also because GSM phones will be four to five times more expensive than those now in use on analogue networks.

The GSM debate is likely to heat up in a year's time, when both Cellnet and Vodafone will be offering a service, although Vodafone expects to have 6,000 users on its recently launched GSM service, covering the southeast, by the end of this financial year. Meanwhile most dealers are far from enthusiastic. "We advise users to wait. The coverage just is not adequate yet," says Charles Dunstone, the managing director of London-based Carphone Warehouse.

With the growing use of portable and notebook computers, there is increased demand to use such tools on the move. There are an estimated 6,000 vehicles in Britain equipped for sending and receiving faxes or computer data, at least two-thirds using cellular connections. Most of these are specific applications, such as taxi companies running customer queuing systems and delivery firms relaying custom-



Head start: mobile phone services are becoming cheaper and more versatile

er delivery information to vans. To create the mobile office in the executive car it is necessary to spend about £600 for an interface to connect a fax or laptop computer to a cellular phone. Cheaper alternatives are available from public mobile data network operators such as Hutchison, RAM, Cognito and Paknet, but these are data-only services and are of most interest for specific business applications.

Some in the computer industry are hoping that drivers will wait until next year, when a number of companies expect to launch "notepad" computers that can link into mobile networks. Last month Apple unveiled its version, the Newton, which it developed with Sharp. The company says that the

pocket-sized unit will be suitable for in-car use because it will link with cellular or mobile data networks without the need for extra interfaces.

The Newton will be used as an electronic personal organiser but could also offer links into the company computer or databases offering a range of real-time information such as stock exchange updates. For navigation purposes the Newton will accept credit card-sized memory cards offering route planning in selected areas. Apple expects to be selling the Newton from the beginning of next year for £550.

Perhaps no mobile office is complete without a TV and video system. Despite the obvious attrac-

tion for long journeys, Lee Alu, managing director of the London-based dealer Comtel, says it is a very small market. "In-car TV and video has not really taken off because the equipment is too large and complex and costs are high." A complete TV and video system costs about £3,500, including installation. Manufacturers such as Blaupunkt, Panasonic and Sharp are expected to launch smaller, simpler products this year that could open up the market beyond the 200 or so installations to date.

The mobile office is in truth something of a rarity, but mobile phones and increasingly mobile data links are gradually being seen as essential for the executive car user.

## An affair for the security services

Consumed by jealousy, a man in southeast London suspected his wife of having an affair. She was supposedly driving to the station and catching the train to town, yet the car mileage she was recording was far in excess of what it should have been.

Secretly, the man followed her. Sure enough, she parked in the station car park and headed into the station. Hardly had the train rumbled off down the line than a complete stranger opened the locked car door and drove off.

The stranger turned out to be a driver for the car-hire company operating from the station. His employers thought the car was his. It had a central locking device, making it easy for thieves to break into, and because the car was always parked at the same spot all day every weekday, the stranger knew he had the use of the car for several hours each day.

This is Car Crime Prevention Year, although it might not be readily noticeable. A car is stolen every two minutes in Britain. The number of vehicles taken away rose by a quarter in 1991 and vehicle crime is costing £1.2 billion a year.

Fighting car crime is a constant battle of wits as security devices become more sophisticated and so do the thieves.

The Home Office launched a £5 million advertising campaign depicting thieves as hyenas in an effort to raise public awareness, and is conducting talks with other European countries to formulate an international standard for car security.

The insurance industry has begun to penalise motorists who fail to lock their vehicles or put them in a garage at night and are encouraging the use of devices such as alarms that come up to international standards. However, in the last resort the onus rests heavily on the individual car owner.

British Telecom has a device that rings up the car owner and warns him the car is being tampered with. The driver taps in a code and a telephone number where he can be reached, such as his home or office. If anyone attempts to start the ignition while the car is parked or tries to use the portable telephone to dial any other number, the watch-

dog device dials the programmed number to alert the owner.

Fleet owners with several vehicles on their premises overnight can protect them with the Autominder system from PAS Technology, a Manchester designer and manufacturer of security devices. A warning device is clipped into the steering wheel of each vehicle. If the vehicle is tampered with, even a vandal merely scrapes down the side of the car or attempts to rise off a hubcap, a radio signal is transmitted to a central computer that switches on floodlights and broadcasts a warning.

Manufacturers are trying to build more subtle devices into cars but the thieves also have their own devices.

One popular method of locking a car is by a remote control attached to the car key ring. Thieves have fought back with "the grabble", a device that reads and records the signal between the key ring and the car. The recorded signal is then placed back by the grabber to operate the locks.

Lucas Automotive Electronics has now moved one step ahead with a system that uses a radio frequency signal rather than infra-red. The grabber cannot recognise the signal.

Integrated security systems are being built into car electronics, making the alarm system tamper-proof as there are no loose wires to cut or disconnect to prevent the system working.

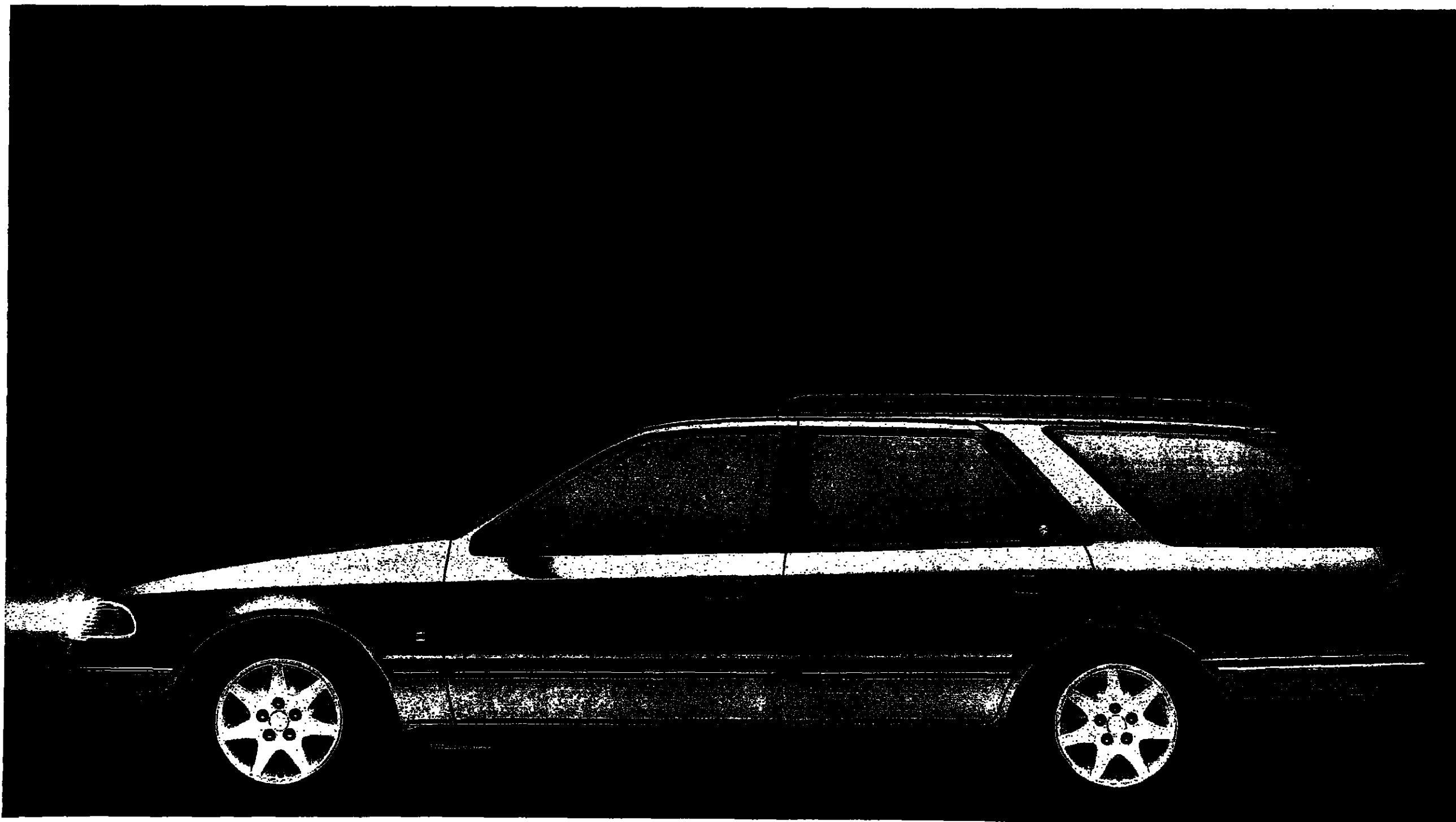
While manufacturers try to hide their security systems to prevent thieves from getting at them, motorists can help by adopting a few highly visible deterrents.

Most common is to etch their car registration on every window, which prevents the thief from changing the vehicle's identity without going to the expense of replacing all the windows.

Surprisingly effective is the humble Krooklock or just a heavy chain that passes round the steering wheel and the clutch or brake pedal.

Thieves want a car they can get into and remove quickly. They will move on to another vehicle rather than wrestle with an anti-theft device.

RODNEY HOBSON



## The real beauty is, ABS is standard.

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- ABS Standard.
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- Totally new dashboard.
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And now, the 1992 Granadas are even better equipped. They have not one, but two alarm systems. The doors double-lock.

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# LAW TIMES

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## Justice in the front room

Large audiences would watch TV coverage of trials. James Morton looks at the practice in the United States and assesses its effect

If television cameras were allowed into courtrooms in Britain, the forthcoming trial of the Maxwells would be certain to pull a huge audience. In the United States, the trial would also make top viewing — but it would be only the latest in a life of high-profile trials to be taken into sitting rooms.

These trials are breeding a new strain of couch potato. The species does not have a name yet but it watches the Court Television Network just as it used to be hooked on the baseball and hockey. "I get off work at 2pm and I watch in the afternoon and I tape the god parts for my husband," one woman told the *New York Times*. She was referring to the Rodney King trial, which attracted a viewing audience of 23,000 for the first day of the defence evidence.

The week after Easter was especially good viewing. There was the King trial shown live to cities across the US, and then that was not on there were re-runs of the sentencing in the Charles Keating bond fraud trial and the parole hearing of one of the Manson "children", Susan Atkins.

Court Television Network, a cable service paid for by subscription and small legal advertisements, is the brainchild of Steve Brill, of Ameri-

can Lawyer magazine. The original aim of the then small-scale operation was to go on the air with the New York Central Park Jogger "wilding" case, but cameras were banned from the courtroom because they were thought to be detrimental to the youths on trial. This was to be a one-off pilot but when permission was refused, the team, less than ten-strong, decided to regroup and go on the tubes permanently.

At first, suitable trials were found in a fairly unsophisticated way. One person made telephone calls to see which, if any, a particular state would allow. It might be only civil work or criminal appeals rather than a full trial. Eventually paralegals were recruited to keep abreast of the various state rulings and to do research.

Another problem was the image. "Steve did not want it to be all torsos and incest," says one former member of staff. "We had to look for civil trials with the problem that they could be very long and boring. Mr Brill thought there could be educational values showing what really happens compared with Perry Mason and *LA Law*."

"We try to convey as much of the trial as possible without boring the viewer into switch-



The Maxwell brothers on TV: Parliament can be broadcast but not the courts

ing off. That is the major problem with civil trials."

At present no criminal federal trials are open to the television cameras. "When those open up that will be great," says the former staff man. "These are the mobster trials. They are big names but they are also more interesting legally." The trials have lawyers giving expert opinion as the witnesses come and go, and commenting on defence and prosecution strategy. When the court is in recess colour pieces are used, including interviews with the prosecutor or defence lawyer or background scenes.

The former staff man says: "The aim is to make the viewer feel he knows more about what is going on than the juror. The camera can run when the juror is out of court." The intention is to be educational but there is an acceptance that "you have to show trials people want to watch."

He says: "In the end you are going to have to cater to a prurient interest. I am not sure that is always bad. We said we would never cover the Zsa Zsa Gabor trial but I am not sure that that would be true any more." One

of the fears is that television in the courtroom will adversely affect the behaviour of the advocates and witnesses, let alone the jury. "I was terrified the first couple of times television was in my court," says Judge Marsha Yeaman, from Boulder, Colorado. "Now I regard having it there as entirely natural."

It certainly shows up the advocates' quality. "It may have destroyed the career of the prosecutor in the Kennedy Smith trial," says a former Court Television worker. Al Alschuler, Wilson-Dickinson Professor of Law at Chicago University, favours televising trials. "Obviously, there are dangers in the intrusion on the privacy of litigants and witnesses," he says. "It can encourage grandstanding by judges and lawyers but I will say, looking at Court Television, those dangers seem to have materialised to a far lesser extent than I would have visualised."

"In news programmes you get 30 seconds of selected evidence and an artist's impression of the defendant. With Court Television the viewer gets a rounded whole picture. It is less prejudicial than media coverage in the press."

● The author is the editor of *New Law Journal*.

## A long goodbye to the sole practitioner?

AS THE legal profession counts the cost of compensating victims of solicitors' dishonesty, there are signs that solicitor sole practitioners may be on their way out. The writing is not so much on the wall but in a Law Society document issued to all solicitors entitled "The cost of default, a consultative paper". It asks the profession for its view on sole practice and whether there should be restrictions on it.

This follows the announcement that every solicitor partner will have to pay £945 to the compensation fund this autumn to cover the cost of dishonesty by solicitors who are mainly sole practitioners. Sole practitioners have tabled a resolution for the Law Society's annual meeting calling for it to be recognised "that a sole practitioner has a valuable contribution to make to the profession...". The profession is likely to want a valuable contribution in the form of a lot of extra cash from sole practitioners to cover the cost of their deprivations.

The statistics in the consultative paper make grim reading. The Law Society estimates that the profession will have to pay out £20 million in 1992 in compensation for missing client account money. Ten years ago the figure was less than £1 million. A table showing the breakdown of payments between sole practitioners and other solicitors makes it clear where the responsibility lies. The Law Society calculates that although only one solicitor in 1,000 defaults, 1.6 per cent of sole practitioners do so.

Put another way, the sole practitioner is 16 times more likely to default than the average solicitor. The average for the profession, however, includes the sole practitioner and if the default rates for sole practitioners and other solicitors are compared, the figures show that a sole practitioner is 87 times more likely to default than other solicitors.

These figures are distorted by the fact that many of the other solicitors do not handle other people's money and thus their scope for dishonesty is more limited. However, the overall picture is clear: sole practitioners are a bad risk. This is the view of some of the leading institutions that view sole practitioners as potential Robert Maxwells when it comes to handling other people's money. The Woolwich Building Society, for example, is refusing to let new sole practitioners deal with its mortgages.

Until now the Law Society has always championed the cause of the sole practitioner but the tenor of the consultative paper suggests that the council of the Law Society accepts that something drastic must be done about those operating alone. Everybody in the profession knows that the vast

majority of sole practitioners are perfectly honest, but sole practice offers such unparalleled opportunities to the dishonest as to make it positively dangerous.

The facility to give undertakings that can be used to raise money and to handle vast amounts of other people's money without supervision mean that the dishonest solicitor on his own has more scope than virtually anybody else for stealing on a large scale.

The consultation paper sets out various options for reducing the cost of defaults. Some of these options involve reducing the levels of compensation. These will surely not be followed as it will not impress clients to say to them, in effect: "We are such a dishonest lot nowadays that we cannot afford to compensate you fully if we steal your money."

Such a move would only encourage the lending institutions to set up their own legal departments to deal with mortgages and inevitably conveyancing as well. Very few practising solicitors will want this to happen.

The most likely approach will be for sole practitioners to be audited more often and also for the system of contributions to the compensation fund to be altered so that sole practitioners pay a lot more in order to reflect the increased risk of this style of practice.

This will mean a considerable increase in the cost of sole practice. About 800 of the estimated 3,500 sole practitioners have gross fees of less than £15,000. Plainly, they will find it very difficult to survive if their cost of practising increases substantially. Many of these 800 low earners are women solicitors working part-time from home. It is very difficult to assess whether their ceasing practice would lead to an overall reduction in the availability of legal services. Probably it will not. The majority of the 800 deal with property work and, as everybody knows, it is never difficult to find a solicitor to do conveyancing. Relatively few sole practitioners specialise in legal aid work and few of them are the only solicitors in rural areas. One real difficulty that it will cause is in making it difficult for employed solicitors to set up practice on their own.

Rather than simply go out of business, many sole practitioners will make shotgun marriages with others in the same position and form partnerships. Others who employ qualified staff will take them into partnership. Some of them will merge with existing partnerships.

However, the future for any who try to struggle along on their own will be bleak. Sole practitioners today are an endangered species with no Biodiversity Treaty to protect them and very few friends.

● The author is a practising solicitor.



PATRICK STEVENS

## When public lives are private

Laws protect the famous even if they are almost public property

LONDON'S Royal Court Theatre last week staged the British premiere of John Galt's *Six Degrees of Separation*, a provocative satire on New York's well-heeled, right-thinking classes. The play was inspired partly by the real-life case of David Hampton, a young black man who infiltrated such charmed circles claiming to be the son of the film actor Sidney Poitier and was eventually jailed for 20 months for fraudulent deception.

On release, Hampton found his imposture had been transmuted by Mr Galt into a successful Broadway production, and film rights sold.

He turned to the courts, claiming Mr Galt had violated his right of privacy under the Civil Rights Law and his common law right of publicity. The judge dismissed his privacy argument because he failed to satisfy the "statutory test of identification" as Hampton's "image, portrait or picture" had not been used. The judge also dismissed the right of publicity argument maintaining such a right is encompassed under the Civil Rights Law as an aspect of the right of privacy and cannot be claimed as an independent common-law right. Hampton is appealing against that judgment.

The play's London opening raises questions about the law here, so-called "the appropriation of personality" has been tackled in industry codes and cited in complaints to industry regulators but received little attention in the English courts. A comparable action in the UK would be hard unless it involved a separate question of passing off, copyright, moral rights or defamation. Although there is no equivalent of the US First Amendment, as used by Mr Galt in his defence, English law has allowed writers to use real personalities and events as points of departure for their work and there is an honourable tradition, dating back to Shakespeare



Impostor on stage: US case failed

and the Greeks, of writers borrowing from past and present to add to the mix of fictional characters and situations.

The Advertising Standards Authority's code of practice decrees that advertisements "should not portray or refer to any living persons in whatever form or by whatever means unless their express prior permission has been obtained". There are exceptions, notably when "the advertisement contains nothing which is inconsistent, or likely to be seen as inconsistent, with the position of the person to whom reference is made, and when it does not abrogate his right to enjoy a reasonable degree of privacy".

The authority recently upheld a complaint by the footballer Paul Gascoigne on the ground that an advertisement for employee medical insurance using a

press cutting featuring his photograph could adversely affect his ability to exploit his own name or image and had infringed his right to control the use of his name or image.

Although the code allows for a robust treatment of public figures in advertisements, it considered that Arthur Scargill, the miners' union president, whose photograph was used to promote a deodorant when he was under public scrutiny over handling of union funds, had been the victim of "gratuitous" and "distasteful" treatment.

The notion of a right of personality has been raised in the courts over the years, largely in judges' comments.

People are reluctant to pursue the issue, however, mainly because of Lord Justice Greer's clear judgment in the 1930 case of *Tolley v Fry*. He said: "Some men and women voluntarily enter professions which by their nature invite publicity and public approval or disapproval. It is not unreasonable in their case that they should submit without complaint to their names and occupations and reputations being treated... almost as public property."

There have been unsuccessful attempts since then to argue passing off. The main obstacle has been the "common field of activity" doctrine established by the 1948 case of *McCulloch v May*, involving use of the name "Uncle Mac", based on an assumption that where two traders are operating in different fields it is inherently less likely that there will be confusion than if they are in the same field. The doctrine has now effectively been discarded and an action succeeded recently in a case involving character merchandising rights in the Teenage Mutant Ninja Turtles.

Writers and broadcasters rummaging through the supermarket of true-life stories need to be more aware of a potential legal price to pay at the checkout. Using personalities may not be such a bargain after all.

PETER MCINERNEY

● The author is a partner in the City law firm S.J. Berwin & Co.

## Fraud flaws

JUST 24 hours before the Maxwells were charged, Mr Justice Henry, who presided in the Guinness trials, urged norms to control long fraud trials, including inroads into the right to silence and time limits on such trials.

The regime for handling complex fraud, created by the Criminal Justice Act 1987, was "fatally flawed" because it lacked "real teeth", he said, giving the Child & Co annual lecture last week. The courts had no power to ensure cases were speedily dealt with, nor adequate sanctions to require the defence to disclose its hand before trial, he said. The judge, whose remarks come as the Royal Commission on Criminal Justice is considering pre-trial defence disclosure, said there should be tougher sanctions or incentives to ensure disclosure.

Legislation was also needed to allow the judge to share the information with the jury from the start of the trial and not, as now, only if the defence consents, he said. He suggested a maximum limit for a fraud trial of four months and

greater intervention by judges to curb indulgent cross-examination by counsel.

Trouser rights

NEW Zealand's Bill of Rights gained in 1990 was recently tested by two schoolgirls who successfully argued that their school acted in breach by insisting that they wear skirts and banning trousers. They based their case on the Bill's right to freedom of expression and its prohibition of gender discrimination. The Human Rights Commission dismissed the school's view that the claim was trivial, frivolous and vexatious and recommended that all schools consider adopting

"gender-neutral" uniforms. In the UK, the Children's Legal Centre says some education authorities have considered the 1975 Sex Discrimination Act and warned schools against uniform rules based on gender assumptions.

Hong Kong haste

THE Hong Kong legal profession is increasingly concerned about proposals for its Court of Final Appeal, which will take over from the Privy Council as the court of last resort when the colony is handed over in 1997. Simon Ip, the legislative councillor representing the legal profession in the Hong Kong parliament, saw Lord Mackay of Clashfern, the Lord Chancellor, and Chris Paten, the new governor, last week.

The profession's main worry is the agreement reached by the UK and Chinese governments that the court should be set up in 1993, earlier than the hand-over, and that only one of its five judges should be from overseas. This appears to go against the Joint Declaration and Basic Law, which

will underpin Hong Kong after 1997 and allows the new court unfettered discretion to co-opt outside judges as desired. "If the price for setting up the court in 1993 is the limit on overseas judges, then it is a price we do not wish to pay," Mr Ip said. There is also concern over recruiting to find judges of sufficient calibre to man the court by 1993. Six judges are already retiring, so with the four in the new Court of Appeal, the Hong Kong Bar, which numbers only 400, would have to find ten judges. As the calibre of judges in the court will be the ultimate bulwark and protection for individual freedoms after 1997, the court's creation must not be rushed. The autumn agreement for 1993 does not appear to be binding. All eyes are now on Mr Paten and the Chinese to say they will delay the court until 1997.

SCRIVENER

● Ian Young, of Young & Lee, points out that he did not say the reluctance of Birmingham magistrates to transfer complex public family law cases causes delays in hearing children's cases (*Law Times*, June 9). He said that where JPs fail to transfer complex cases, delays do occur because of applications by the parties to a district judge for an order to transfer these cases to the county court.



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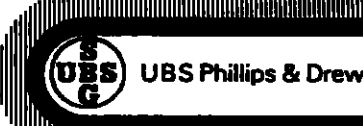
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# How to mend cracked trials

Indecision and delay over a plea wastes much time and money, argues Robert Seabrook

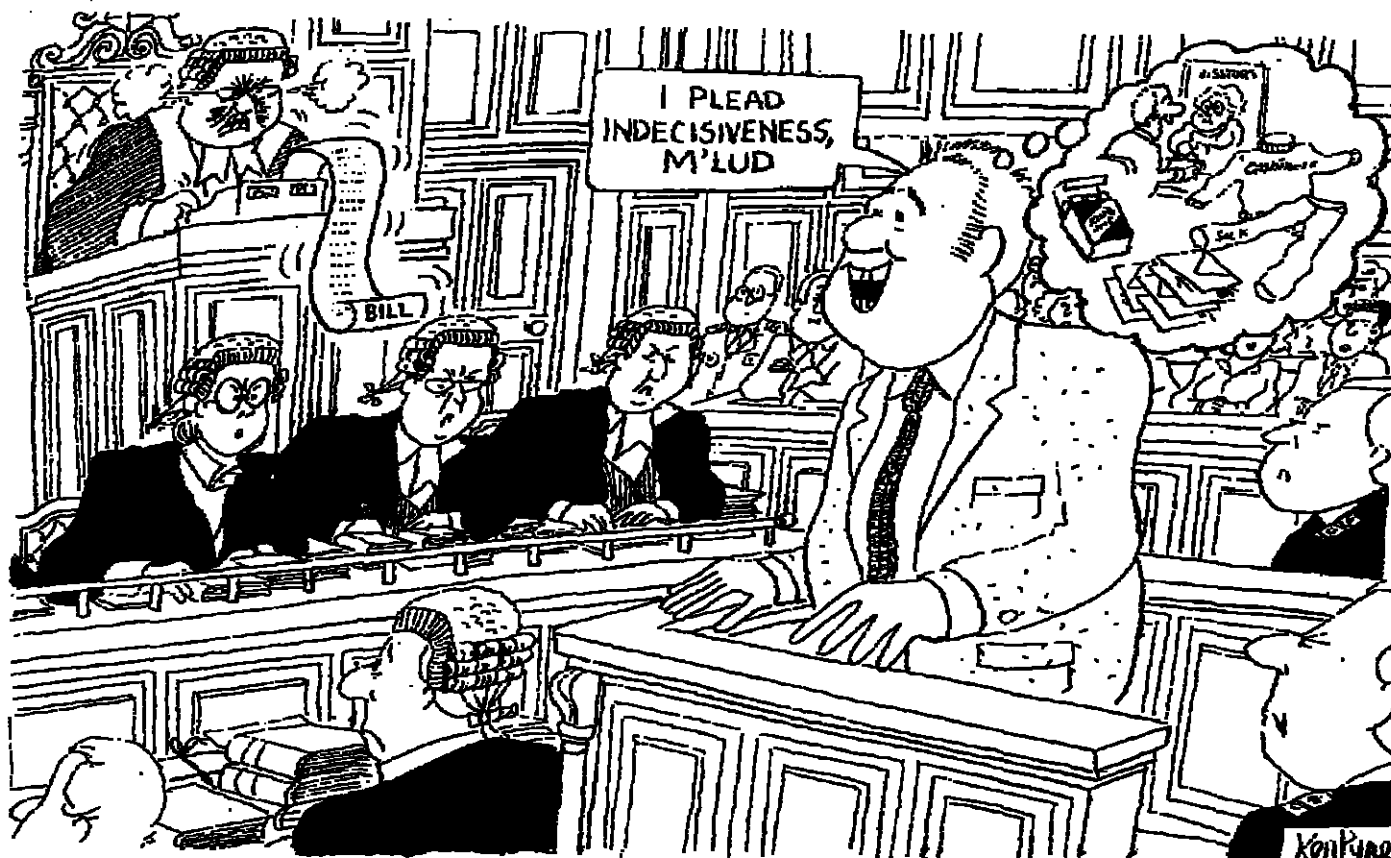
Many a guilty defendant goes to court unconvinced that a plea of guilty will make much difference to his sentence. He may not know the statistics (58 per cent of those who pleaded not guilty were acquitted in 1991) but he probably has a shrewd idea that he has a good chance of acquittal before a jury even if the evidence looks strong on paper.

Or he might say: "I will at least delay a decision on how to plead until the last possible moment." That may enable him to remain free on bail or, if in custody, to enjoy privileges as an unconvicted prisoner, such as increased visiting, correspondence, cigarettes and changes of clothing while he waits.

These perceptions bedevil the efficient use of crown court resources. On the one hand, offenders are inclined to chance their luck before a jury. The public pays for this expensive exercise. On the other hand, there is the phenomenon of the "cracked trial". Judge, jurors, lawyers, police and witnesses attend crown court for a case that has been listed for trial only to find that the defendant decides to plead guilty "at the door of the court".

In some crown courts the percentage of trials that "crack" run as high as 40 per cent. The waste of resources is enormous. Substantial costs are incurred; precious court time is lost; the efficient listing of cases is disrupted; and then there are the frustration and needless inconvenience for witnesses and jurors. Jurors have spent days or even a week or more at court without ever trying a case.

What is to be done to overcome these problems? The rises in the demand-led legal aid bill in recent years cannot be ignored. Gross legal aid spending was up by a third last year. If the availability of legal aid is to be maintained, and hopes for extension of legal aid eligibility realised, the available funds must be effectively deployed.



Last week a Bar working party, which I chaired, produced its report, "The Efficient Disposal of Business in the Crown Court". There are no simple solutions but we have made a range of proposals for a more disciplined and concentrated pre-trial regimen that we believe could make a significant contribution towards better use of resources.

One of those proposals is for a system of plea bargaining. The guilty defendant is primarily concerned with what is going to happen to him. If he could know what sentence would be imposed if he pleaded guilty he might well decide to do so. Moreover, if he knew that the earlier he pleaded guilty the greater the discount on his sentence, he would have a powerful incentive to plead guilty long before trial.

If a breakthrough is to be made here, there need to be decisive changes in judicial policy. The Court of Appeal has strongly disapproved of judges telling a defendant what his sentence would be if he were to plead guilty. There has been understandable concern that a defendant should not be subjected to improper pressure to plead guilty.

Among criminal practitioners,



Gareth Williams, QC, the chairman of the Bar, left, looks on as Robert Seabrook, QC, presents his Crown Court business report

however, there is an almost universal belief that this approach is counter-productive and has been allowed to prevail at enormous cost. Is it not absurd that a guilty defendant who would plead guilty if he knew what sentence the judge had in mind should incur the cost of a trial simply because the trial judge is inhibited from telling him what the sentence would be?

Plea bargaining is almost a way of life in the United States. Provided suitable warnings were given to a defendant that he should not plead guilty unless he accepts his guilt, and provided the proceedings

defendant understood that he might pay a substantial price for delaying disclosure of his intended plea it would concentrate the mind. The saving of public expenditure is every bit as legitimate mitigation as remorse and contrition.

The Court of Appeal should be invited to consider implementing a much more vigorous policy on credit for pleas of guilty, either by reducing custodial sentence lengths or by passing some alternative sentence to custody.

The earlier the guilty plea is indicated the greater the credit should be, with a minimum discount of 30 per cent off a custodial sentence where a plea of guilty has been indicated on commitment in all but exceptional cases. A judge should also have to state, when sentencing, what his sentence would have been but for the guilty plea.

Under a clear-cut policy of credit for guilty pleas, defendants would be left in no doubt as to the possible consequences of delay; lawyers would have a duty to advise clients of those consequences; and that advice would be given with authority and confidence, and be more effective for that.

● The author is a practising QC.

## A whole world of a difference

The benefits of international groupings

The launch earlier this month of the new Institute for Lawyers in Europe showed once again the insatiable hunger among lawyers for foreign contacts. To retain their clients even small company and commercial firms must have international credibility.

Consequently, we see a relatively small outfit such as Goodman Derick, which rates number 325 in the Legal 500, has just joined a European Economic Interest Group (EEIG) and thereby lifted itself into the same category, for example, as the much larger Simmons & Simmons.

There are, however, considerable difficulties in building relationships, not least because small firms are unlikely to carry great weight when trying to tie in with reputable firms overseas. The result is the growing popularity of the loose international associations of lawyers such as Lex Mundi and Mackrell International.

Lex Mundi was set up in Texas three years ago. The membership is already worldwide but it deliberately excludes the largest legal centres of London and New York.

Glasgow-based Bird Semple Fife Ireland is the UK member and, according to one partner, Walter Semple, the secretary to Lex Mundi, membership has enhanced the firm's reputation because it shows clients a European dimension that other firms in Glasgow lack. "I have no doubts at all that membership of Lex Mundi has been a great asset to us in winning overseas work," Mr Semple says.

Meanwhile, Mackrell International, founded by the London firm Mackrell Turner Garrett, continues to go from strength to strength. At its recent annual meeting a further four firms were admitted to its membership of 40 lawyers in 35 countries.

Mackrell International is intended specifically for smaller to medium-sized firms. All its members are involved in international work. Mackrell aims to recruit selectively and then build up systematically the personal and professional relationships within the group.

That is why regular attendance at its annual meetings, which alternate around the globe from year to year, has been made mandatory for continued membership.

"If you know the lawyer personally then you are much more likely to trust them with a transaction," says Michael Slorick, the chairman of the association. "By meeting people year after year you build relationships that can work to the benefit of your clients."

Although German speakers made up the largest single linguistic group at the recent annual meeting, Mr Slorick believes overseas lawyers positively welcome coordination from England. "There is still recognition that the English will run things in an honest way and be governed in a sense of fair play," he says. "In addition, they value that we are based in one of the leading legal and financial centres in the world. It means that we have access to international expertise that may not be available to them."

The real dynamic within the organisation comes, however, from the networking between individual members. As well as co-operating on legal matters they also act as a "marriage bureau" in bringing clients together for joint ventures. Already UK clients, for example, are being linked with investment opportunities in central Europe via the association.

Bureaucracy is kept to a minimum. A recent move to record the number of inter-association referrals was defeated because it involved too much paperwork.

"There are considerable expenses involved in coming to conferences and membership fees and so if it is not producing results then people will vote with their feet and leave," says Mr Slorick. "In the long-term it would be nice to think that we might evolve into a global law firm. But for the time being individual firms just feel stronger in international work because they are part of the group."



Michael Slorick chairman

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Call for the wisdom of hindsight. Fortunately, hindsight is something the recruitment consultant can offer. Unfortunately, it is on offer at the very moment it is least likely to be accepted as wisdom.

Michael Chambers

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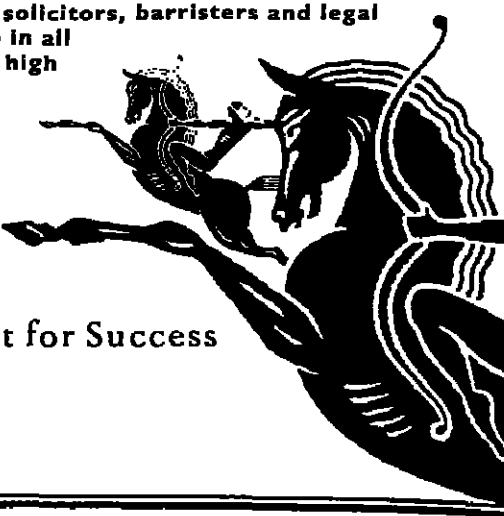
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## Court of Appeal

Law Report June 23 1992

Queen's Bench Division

## Surety can use set-off effect of rule

**MS Fashions Ltd and Others v Bank of Credit and Commerce International SA and Another**

Before Lord Justice Woolf and Lord Justice Scott  
[Judgment May 22]

A surety for two companies who were principal debtors of the Bank of Credit and Commerce International SA could use the set-off effect of rule 4.90 of the Insolvency Rules (SI 1986 No 1925), to reduce the debt which the surety and the companies owed BCCI by the amount standing to his credit in the deposit account.

Rule 4.90 provides: "(1) This rule applies where, before the company goes into liquidation there have been mutual credits, mutual debts or other mutual dealings between the company and any other creditor of the company proving or claiming to prove for a debt in the liquidation. (2) An account shall be taken of what is due from each party to the other in respect of the mutual dealings, and the sums due from one party shall be set off against the sums due from the other."

Mr Michael Driscoll, QC and Mr Francis Tregear for the plaintiffs, Mr Martin Pascoe for BCCI, Mr David Marks for the administrative receivers of the two corporate plaintiffs.

LORD JUSTICE SCOTT said that it was well known that BCCI was heavily insolvent and that those to whom BCCI owed money, particularly its depositors, could only expect a dividend.

His Lordship's understanding of the operation of rule 4.90 was that the set-off operated at the date of the winding-up so as to leave the net amount claimable by the company in liquidation from the other party or, as the case might be,

of the two corporate plaintiffs which amounted to £600,000.

The proceedings against BCCI for which the plaintiffs sought leave was a declaration that the amount of the debt which they owed BCCI had been reduced by the operation of rule 4.90 of the Insolvency Rules 1986 to the extent of the sum standing to the credit of Mr Sawar in his deposit account with BCCI at the date BCCI went into liquidation.

But it was said that, nonetheless, the two companies remained indebted to BCCI in the full amount. If that was so, BCCI was entitled to claim the full amount of £600,000 from the companies and then become accountable to Mr Sawar for the £300,000 on deposit which would not in that event be returned to him.

But Mr Sawar's recovery in respect of that sum would be limited to the dividends payable in the liquidation.

That view attracted the judge who said that set-off operated by way of defence only and was not to be equated with payment. His Lordship accepted that it was correct that the release of a surety did not discharge a principal debtor. Nothing but payment did that, and that BCCI could, if it wished, release the guarantee and still enforce its security against the companies.

But that did not seem to his Lordship to be the point raised by the facts of the present case. It was plain enough that payment by the surety, whether in whole or in part, not only released the surety but also discharged or reduced the liability to the creditor of the principal debtor.

provable as a debt in the liquidation by the other party.

The contention put forward by BCCI was that it was not open to the companies to take advantage of the set-off effect produced by rule 4.90 as between BCCI and Mr Sawar. It was not disputed that the effect of the rule as between BCCI and Mr Sawar was to reduce Mr Sawar's indebtedness to BCCI by the amount standing to his credit in the deposit account.

His Lordship did not see how rule 4.90 could properly operate unless it operated in reduction of the debt owing to BCCI for which at the date of the liquidation the principal debtors and the sureties were all liable. If it did so operate then all that was left for BCCI to obtain, whether against the principal debtors or the sureties, was the balance of the original debt.

Lord Justice Woolf delivered a concurring judgment.

Solicitors: Zaiwalla & Co; Lovell White Durrant; Dibb Lupton Broomhead & Prior.

The set-off effect of rule 4.90 in reducing Mr Sawar's liability to BCCI from £600,000 to £300,000 corresponded, in his Lordship's opinion, to the payment of a corresponding amount made by Mr Sawar to BCCI. If that was the right analysis then the operation of the set-off reduced to £300,000 the debt for which both principal debtors and the surety, Mr Sawar, were liable to BCCI.

His Lordship did not see how rule 4.90 could properly operate unless it operated in reduction of the debt owing to BCCI for which at the date of the liquidation the principal debtors and the sureties were all liable. If it did so operate then all that was left for BCCI to obtain, whether against the principal debtors or the sureties, was the balance of the original debt.

Lord Justice Woolf delivered a concurring judgment.

Solicitors: Zaiwalla & Co; Lovell White Durrant; Dibb Lupton Broomhead & Prior.

## One report enough

In re S (a Minor)

Where a guardian ad litem appearing before a family proceedings court had prepared a report for the court concerning the child, it was inappropriate to direct the guardian to prepare another report in the case by the court welfare officer.

The Court of Appeal (Lord Justice Fox and Lord Justice Butler-Sloss) so stated on June 15 in allowing an appeal by the guardian ad litem from an order of Mr Justice Thorpe.

## Reasonable time for enquiry

**Commissioners of Customs and Excise v L. Rowland & Company (Retail) Ltd**

Before Mr Justice Auld  
[Judgment June 10]

The "reasonable enquiry" during which time stopped in the 30-day limit within which the Commissioners of Customs and Excise had to repay value-added tax without a 5 per cent supplement, after a validly claimed repayment was received, was limited to the time between the inspector notifying the taxpayer of the enquiry and receiving a complete answer to it and was not extended to include the time of the raising of the enquiry by the VAT central unit.

Mr Justice Auld so held in the Queen's Bench Division in a reserved judgment dismissing an appeal brought by the commissioners under section 13(4) of the Tribunals and Inquiries Act 1971 and the Tribunal and Inquiries (Value Added Tax Tribunals) Order (SI 1972 No 1210) against the decision of a VAT tribunal, chaired by Mr A. Hilton, on March 4, 1991 allowing an appeal by L. Rowland & Company (Retail) Ltd against a decision of the commissioners not to make a repayment supplement under section 20 of the Finance Act 1985 in respect of a repayment of VAT for the month of April 1990.

Section 20 of the Finance Act 1985, as substituted by section 20 of the Finance Act 1989, provides: "(3) ... in computing the period of thirty days ... there shall be left out of account periods ... referable to - (a) the raising and answering of any reasonable inquiry relating to the requisite return or claim ..."

MR JUSTICE AULD said that the company operated a chain of chemist shops. Since its registration for VAT on April 2, 1989 it had been a regular "repayment trader", that is, its input tax had always exceeded its output tax and it had claimed, and the commissioners had made, a repayment of VAT on each of its monthly returns. Those monthly repayments had been substantial, mostly in the region of £100,000.

The return under consideration was dated May 31, 1990 and was received in the local tax office on June 4, and at the central unit on June 6. In it, the company claimed a repayment of £120,558.77 in respect of its trading for April 1990.

On June 14, 1990 the commissioners selected that return for verification and on June 18 referred it to the local VAT office for enquiries to be made of the company.

On July 4, a senior officer at the local VAT office visited the company and from the answers that the company's officer gave her, satisfied herself that the claimed repayment was valid. On July 5, she so reported in writing to the VAT central unit. The central unit received her report on July 6, and on July 9 authorised the repayment.

It had taken 34 days from receipt of the claim by the VAT central unit on June 6 to authorisation of repayment on July 9.

The period of 30 days was important because, broadly speaking, the VAT legislation and subordinate legislation provided for the payment of a 5 per cent supplement to a trader if there was a delay of more than 30 days by the commissioners in making a validly claimed repayment.

His Lordship said "broadly speaking" because the precise terms of the relevant provisions were important, in particular as to the calculation of the 30-day period, which was what the appeal was about.

The company maintained that it was entitled to a 5 per cent supplement on the repaid tax because the commissioners took more than 30 days to deal with it. The commissioners argued that no supplement was payable because they did not authorise payment within 30 days properly calculated.

If "reasonable enquiry" had the broad meaning contended for by

the commissioners, so as to include all their own internal investigative and administrative procedures from start to finish, then, if they were not bound to complete the enquiry within a reasonable time, the taxpayer was at their mercy once they had stopped the clock by embarking upon it within the 30-day period.

It, on the other hand, the term had the narrower meaning contended for by the company, namely the putting by an officer of a question to the taxpayer and the giving by him or someone on his behalf to that or another officer of a complete answer, the question of reasonableness of the length of an enquiry did not arise. The taxpayer's protection lay in his own promptness in completely answering or arranging to have answered the questions put to him. He could control the length of time for which the clock was stopped.

After a detailed analysis of section 20 of the 1985 Act, as substituted by section 20 of the 1989 Act, of regulations 2 and 58 of the Value Added Tax (General) Regulations (SI 1985 No 886) and regulations 4 and 5 of the Value Added Tax (Repayment Supplement) Regulations (SI 1988 No 1343), his Lordship concluded that the enquiry was raised on July 4 when the VAT inspector visited the company and was answered on the same day when she received a complete answer to the enquiry.

Accordingly his Lordship dismissed the commissioners' appeal.

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TUESDAY JUNE 23 1992

## Botham is no longer able to roll back the years



Botham: spent force

BY ALAN LEE  
CRICKET CORRESPONDENT

THE Sunday of the 1992 Lord's Test will be fondly remembered for many things great and good. It may also be more sadly remembered, as the last day of a monumental Test career.

It was in some ways the sort of day on which Ian Botham might like it all to end. A gripping Test match, played on the ground where his career was launched as a groundsman's boy, climaxed in a maze of possible outcomes and a mass of heroics.

However, in personal terms, he will have dreaded it ending quite as

demeaningly as it now threatens to do.

Botham's outrageous talent has so often thrived on occasions of great drama and conflict. But on Sunday he was little more than a passenger, conspicuous only by size, sunglasses and the fickle desertion of those gifts of resilience and audacity, which once he was able to take for granted.

As one who watched his first Test, 15 years ago, and the great majority of the 101 he has played since, I find this as hard to write as he will find it hard to digest. The fact is, however, that Anno Domini has taken its

toll. Botham may still be 21 at heart but, on the field, he is now showing his 37th year all too plainly.

He can still give an occasional reprise of a favourite old song, such as the diving third-stump catch on Saturday afternoon which he cannot entirely have clutched from memory. But too often now, he looks laboured, not only in the field but with bat or ball in his hand.

Since being recalled to play his hundredth Test in Wellington in February, Botham has scored 24 runs in four Test innings. In the two Tests of this series, he has scored eight runs and failed to take a wicket. He

has held two catches but dropped four, at least three of which he would have been expected to pouch routinely in his prime.

Go back further and the statistics still damn him. He has not made a century for 16 Tests, nor taken five wickets in an innings for 14. In the respective interims, he has a batting average of 18 and a bowling average of 51. In his heyday, one might have swapped the figures round.

There were, however, still days in that period when Botham inspired without need of an outstanding contribution, when the England team was motivated simply

by his presence and his self-belief.

This, and the sorry truth that England have not uncovered anyone able to do his all-rounder's job and give the team proper balance, has extended his career to general rejoicing, for it cannot be doubted that the Botham factor has long been an intangible plus for any game.

Well, on Sunday it wasn't. On Sunday, sad to relate, there was not a scrap of evidence on which the selectors could justifiably retain their most celebrated player and all too much on which they could dismiss him. It was no disgrace for Botham to fail

with the bat, even for the second time in the match, for in each innings he was undone by the sort of snoring inswinger Waqar Younis has trademarked. But the manner of his going betrayed slowed reactions and they will now never improve.

Just as disturbing is that he was not able to bowl or, if he was, Gooch did not feel able to trust him. Botham had been hit on the toe while batting, adding to continuing concern over the groin strain which had been anyone else, would probably have discounted him from the game.

Gooch had faith in Botham and treated him dif-

ferently from others. He has done this before, as recently as in the winter tour selection, when Botham's pantomime season was contentiously accommodated. He has been given special status and, in the past, he has merited it.

Those days are gone. All that is left is a cricketer well past his physical and psychological prime. Botham is special, now, only in the memories we all treasure of him and, if England's selectors retain him for next week's third Test, it will be done for nostalgic rather than realistic reasons.

Surrey lose, page 38

### Top players progress without alarms

## Stich enjoys a happy return to centre court

BY ANDREW LONGMORE  
TENNIS CORRESPONDENT

THE ordeal was not as bad as Michael Stich had anticipated. It was all over in 91 minutes and the Wimbledon champion, who had spent much of the year preparing for the moment of his return to the centre court, can breathe a fraction more easily after a routine 6-3, 6-3, 6-2 win over Stefano Pescosolido of Italy. One down, six to go.

Stich's comfortable passage was matched by Jim Courier and Stefan Edberg, the top two seeds, who dropped a total of 11 games between them in reaching the second round. The American cut the 6ft 5in Markus Zöckler down to size with the ease and efficiency of a lumberjack and Edberg administered a more graceful but equally stern tutorial on the art of grass-court tennis to a freshman, Steve Bryan, formerly of the University of Texas. "I don't think he was entirely on top of his game," Bryan said. "But he was still two levels above me."

The low bounce and soft courts, traditional conditions for the first few days, did not help the cause of those learning as they went along. Ger-



Rex Bellamy, page 39  
Results, page 39

man Lopez, a Spaniard making his debut on grass, had barely blinked before he was on his way back to the locker-room, the first loser in the men's singles, beaten 6-0, 6-0, 6-1 by Nicklas Kulti, a former Wimbledon junior champion.

Lopez was on his way back home to Barcelona well before Stich strode onto the centre court to begin the defence of his title in bright sunshine. Pescosolido was not quite the ideal opening opponent, but his grass-court record would not cause the champion too much of a flutter.

"I tried not to think back to last year. I was nervous going back on there, because I wanted to prove that I can win on centre court again,"

Stich said. "It would look bad to lose the opening match as defending champion." He opened with an ace, which would have calmed his nerves, and once he had broken the Italian to lead 3-2 in the opening set, he was in no danger of embarrassment.

Last year, his victory was based on the quality of his service and his backhand returns. Both were in evidence yesterday, 13 aces and a series of passes reminding Pescosolido that he was on foreign soil, far away from his favourite clay courts. In contrast to the fourth seed, the Italian served with an air of boredom and it was not long before Stich had found the range on his returns. One double-fault gave the champion a break point in the fifth game, another a set point. Stich took the first with a forehand pass and a clutch of the fist, the second with a forehand volley. In return, Pescosolido — the name does indeed mean "big fish" — only had two points to break in the whole match. There will be harder days than this to come, but Stich was pleased that the first hurdle had been jumped safely.

"It's a nice feeling being on the show court. It's also an advantage if you play against guys who haven't been on centre or number one courts before. It's a different atmosphere," he said. Stich now meets Amos Mansdorf, a more seasoned campaigner, in the second round.

Also through to the second round in double-quick time came Goran Ivanisevic and Pete Sampras, two potential champions. The Croat took just 72 minutes to beat Lars Koslovski and the American, the No. 5 seed, made it four straight first-round defeats at Wimbledon for Andrei Cherkasov of the CIS, while Ivan Lendl, who journeys to the courts by bicycle these days, reversed his Queen's Club defeat by Patrik Kuhnen, winning 6-1, 7-6, 7-6.

The women's singles also went much according to form, with victories for Monica Seles and Arantxa Sanchez-Vicario, the top seeds on view, and it was a good day for the home players. Chris Wilkinson, Mark Petchey and Amanda Grunfeld all reaching the second round.

Petchey's 7-6, 6-2, 6-7, 6-3 win over Dave Randall, of the United States, was due in no small part to a quick chat with Pete Terry, a sports psychologist at the Lawn Tennis Association.

Learning not to get upset and dwell on errors, he showed a newly acquired confidence, ignored the loss of early breaks in the first two



Double-handed drive: Grunfeld on her way to beating Meier yesterday

## Petchey grows in confidence

BY ALIX RAMSAY

FOR two weeks every year, the nation's hopes are pinned to the backs of the British players at Wimbledon. Given the pressure put on them, it will come as no surprise to learn that they hate the place.

But for three of them, at least, they are looking at the All England Club with newfound affection. Mark Petchey, Amanda Grunfeld and Chris Wilkinson all reached the second round yesterday.

Petchey's 7-6, 6-2, 6-7, 6-3 win over Dave Randall, of the United States, was due in no small part to a quick chat with Pete Terry, a sports psychologist at the Lawn Tennis Association.

Learning not to get upset and dwell on errors, he showed a newly acquired confidence, ignored the loss of early breaks in the first two

sets and dealt with the irritation of losing the third to concentrate on the job in hand. Serving well and volleying cleanly, the job was soon done.

"My problem is more mental than the way I hit the ball," he said. "Pete has helped me make a positive reaction to every point and not worry about what has passed."

Grunfeld's victory over Silke Meier, of Germany, was not so straightforward. She fought back from a set down in a fraught baseline struggle before winning 4-6, 6-2, 6-4.

Grunfeld regards herself as a battler and knew that she only had to dig in to win. She had to pick her moment, missing four match points and losing a 5-1 lead in the third set before closing out the match.

Wilkinson had to overcome severe stage fright to earn his win over Gianluca Pozzi. He was easily in control to win the first two sets 6-3, 6-3 before the jitters set in.

Suddenly, he could do nothing right. The service returns went awry and the volleys hit the net.

But Wilkinson is made of stern stuff and, despite playing a man ranked 102 places higher than himself, he spiced his game with a sprinkling of stunning backhand returns to turn the match again and win 6-3, 6-3, 2-6, 7-6.

Andrew Richardson, aged 18, the youngest man in the tournament, probably had the worst possible start to his Wimbledon career. Marc Rosset had more ammunition than him and won 6-2, 6-4, 6-4.

## England players let off lightly by match referee

BY ALAN LEE

THE England cricketers left Lord's on Sunday evening deflated of spirit and diminished of pocket. They had lost a Test match and then been fined £330 per man for bowling their overs too slowly.

But if their consolation for the former lay in a stirring comeback against Pakistan, they also knew they would have been giving back more than half their week's wages but for a piece of adjudication which took fairness to the borders of generosity.

It is one of the functions of the match referee, in this case the Australian, Bob Cowper, to apply the new and ostensibly tough International Cricket Council (ICC) legislation on slow over-rates. Taken at face value, a team failing to bowl an average of 15 overs per hour over the course of the game is fined five per cent of its match fee per over short. In practice, it is neither so straightforward nor, arguably, so satisfactory.

The Lord's Test was remarkable for many things, not least a consistently tardy over-rate. The totting-up showed that England fell 11.69 overs short of the requirement and Pakistan five. But England were only fined for three lost overs and Pakistan escaped any penalty at all.

Cowper reported that he

took three mitigating factors into account. The unusually long distance between the Lord's dressing-room and the pitch apparently wiped off Pakistan's shortfall and England benefited from further deductions for the movement of the sightscreen and the undeniably tense finish.

The outcome is that Cowper saved each Englishman almost £1,000 on grounds which could be thought flimsy. Sightscreen movement is part of the game, while two minutes are already allowed for each wicket taken, quite enough to negate the Lord's factor.

While the finish demanded care and time from Graham Gooch, he has himself said in the past that the 15-overs requirement did not seem excessive.

The ICC fining system is laudable in theory, as a means of ensuring the public receives value for money, but it will be exposed as toothless bureaucracy unless it is strictly applied. At Lord's, the excitement was such that hardly a spectator will have noticed the over-rate, much less been aggrieved by it, but this will not always be the case and indications so far are that the players know they can get away with it.

Hampshire routed, page 38

## Cram's firm goes into liquidation

BY JOHN GOODBODY

THE sportswear retailing company owned by Steve Cram and his wife, Karen,

has gone into voluntary liquidation and will hold a meeting of creditors in London on Thursday.

It is the second blow this week for Cram, the world mile record holder and former 1,500 metres champion: on Sunday, he dropped out of contention for the Olympic Games after finishing thirteenth in a low-key race in Corby. He was troubled by a groin strain during the winter and on Sunday he said he had been feeling "lethargic".

Touche Ross, a firm of licensed insolvency practitioners, has been instructed by the Crams' company, Breathless Ltd, to call a meeting of about 25 creditors who come from Britain, France, Germany and Denmark. Between them they are owed

between £50,000 and £100,000.

Breathless has been retailing for six years and employs four or five people in Newcastle, where the Crams live. Karen is the sole director of the company. The only shareholders are the Crams.

The company secretary, John Hockey, has acted as Cram's agent during his 13-year international career. No one was available for comment at the firm yesterday.

Cram is not the first of Britain's great middle-distance runners whose sportswear companies have got into difficulties. In 1984 Overt Ltd went into voluntary liquidation, with 34 creditors being owed £37,700.

In August 1986 Overt Sports Ltd, the successor to Overt Ltd, ceased trading after a series of complaints about punctuality and the quality of goods.

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## For sale: one 1992 gruntometer, hardly used



SIMON BARNES  
AT WIMBLEDON

raiding all this stuff out at 300 words a minute: a stat recorded by a stenographer, rather than a gruntometer. She has always sounded like Olive Oyl, but now she has dyed her hair black and looks rather like her as well.

"I'm not really aware that I'm doing it," she said, answering, yes, another grunting question. "I wasn't really aware that I was not grunting in this match today, but then it was not that tough a match. It was not like I was playing Steffi or Gaby."

She did not make a sound until she played break point in the fourth game, and that was little more than a vocalised exhalation. But perhaps grunting is necessary to someone who has grunted since she was 11, as one imagines that barking is necessary to a Rotweiler.

Certainly there were moments when her timing was well off: she was a little off her game, as she was off her grunt. But in the sixth game, we got the first diagnostic Seles double-grunt: huh-

ihhh! It was still a sotto voce version of the real thing, but now it was accompanying most of the winners she hit with those vicious short-arm jabs she plays instead of tennis strokes, double-fisted on both flanks: huh-ihhh!

"It's not fair, picking on me, a lot of other players do it," Seles said. Yes, this was another grunting question. "And there are players just as loud as me in junior tournaments. It's not why you win or why you lose. It's not a thing to be focused on, there are so many more important things."

But isn't it frightfully unfeminine, Monica? "Tennis has grace, tennis also has power. You gotta

play power tennis. It doesn't matter about grunting, it's more important to play great tennis."

The girl Seles has a point here. The grunt may be an unattractive affectation, but she can play tennis all right. Yesterday she won her 36th consecutive grand slam singles match. Don't bet against her making it 49 by the end of the year: a full grand slam.

Don't bet against seeing Seles in her pomp, either: soon Wimbledon will be the return of that roaring, whooping, walloping maniac. Keep those gruntometers in readiness, chaps.





**MEDIA, p7**  
Are women's  
magazines  
shunning  
royalty?

# LIFE & TIMES

TUESDAY JUNE 23 1992

**SPECIAL OFFER, p4**  
Two airline  
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**THE TIMES**  
PASSPORT TO  
**FRANCE**

## From steel city to brass farthings



A monument to past glories: the once imposing façade to a famous name in Sheffield steelmaking. Thos Firth & Sons, now only opens on to a pile of rubble in the city's east end

Once Sheffield was at the cutting edge of the industrial revolution. Now, Robert Crampton reports, a proud city is facing a financial disaster

Just over ten years ago, HMS Sheffield was hit by an Exocet missile and 4,100 tonnes of steel went to the bottom of the South Atlantic. In the decade since, the city that gave that doomed frigate its name has sunk low, too. Sheffield, once the pride of South Yorkshire, has been holed.

Today, a delegation from Sheffield city council will ask John Redwood, the environment minister, for £37 million. Mr Redwood and his boss, Michael Howard, have that amount to give to each of 20 winners as part of City Challenge 2. Fifty-four British local authorities are in the bidding. Sheffield wants the money to rejuvenate its city centre during the next five years, but the truth is that the council badly needs money, anybody's money, and soon. The day of reckoning has arrived.

Sheffield city council is in grave financial trouble. On March 2, Malcolm Newman, the city treasurer, reported to the council's policy committee, detailing the state of the books before the setting of the 1992-3 budget. Mr Newman's report reads like a patient lecture to schoolchildren on the elementary facts of economic life. He said the council was living beyond its means. He said the gap between the council's resource base and its expenditure was too wide. He recommended a budget no higher than £390 million — the maximum possible if the council were to avoid both poll tax capping and using up all its reserves. Four days later, the council set a budget of almost £400 million.

The short-term explanation of the council's behaviour could be found a few miles down the road from the town hall a few weeks after the council's ignored their treasurer. On April Fools' day, in the Sheffield Arena, built by the council at a cost of £28 million, Neil Kinnock was busy persuading himself and the 10,000 faithful at the infamously triumphant "Sheffield rally" that Labour was about to win the general election.

When you have a majority of 53 on the council and when there is only one Tory MP in the whole of South Yorkshire, it is easy to believe your party is going to triumph and that, when it does, it will see you right. "We're all right," cried Mr Kinnock. However, as was shown on April 9, Labour was not all right. The promised bailout did not happen. It was not much of a strategy in the first place — "like waiting for a rich aunt to die when she has not actually got any money", as Michael Billington, a shopkeeper on the city's Hyde Park estate, derisively put it. After April 9, it was no strategy at all.

On April 16, Gordon Sutton, the district auditor, saw fit to write to the council. Mr Sutton endorsed the treasurer's report and reminded the councillors of "the fiduciary duty which a council owes to its chargeholders". Fiduciary is a scary word. It carries distinct legal implications. However, there was

no sense of fear or urgency in the city council chamber the day before the local elections in May. Rather, there was a sense of tired farce. After all, apart from one short break, only one party has run Sheffield for the past 66 years.

Outside the chamber, the flowerbeds around the municipal fountain were empty. Inside, the quality of the debate was equally devoid of life and colour. Labour councillors intoned their lifeless, hopeless mantras. They blamed "those rats in the City" and "those Tory tabloids" and they spoke of "freeing the people of Sheffield from their shackles". They spent some time congratulating Sheffield Wednesday, which had just finished the football season in third place in the first division — its best placing for years. Significantly, though, Wednesday was still beaten by Leeds and Manchester. Leeds and Manchester have been beating Sheffield for a long time now.

The small band of Tories and Liberal Democrats laid into the Labour group. The subject on this day was the Independent bookshop, on a prime city centre site but leased by the council to its political soulmates at a peppercorn rent. "You. Really. Are. An. Utter. Shower," Peter Jackson, one of the 11 Conservative councillors told the assembled Labour members with studied scorn. They laughed.

Up on the Hyde Park estate, sheltering from another shower, Lorraine Marton and Sharon Rawlings agreed with Mr Jackson, though they would not, even in their wildest nightmares, imagine voting for his party. "The council don't do anything for us. There's nothing left here. Nothing for the young people, just odd days work like this," Mrs Marton gestured

uphill, where a demolition gang was bringing some high-rise flats low. She pointed down through the rain into the valley at a large building, all glass and metal: "I blame that. They said they built it for us, but we can't spend our whole bloody lives swimming."

Mrs Marton's accusing finger led straight to the second reason, or part of it, for the council's financial trouble. The Ponds Forge Leisure Complex cost £58 million to build. The complex contains an Olympic-size pool, Europe's best diving area, a fitness suite, a health suite, a sports hall and, most popular of all, a 100-metre "lazy river ride". At midday in midweek, a tellingly large number of people of working age are floating round and down the lazy river inside large rubber rings.

Ponds Forge was built when Sheffield took the fateful decision to host the 16th World Student Games in 1989. No other city bid for the games, whose pedigree was as a heavily subsidised Eastern bloc propaganda event. The games had no public profile in the West, so nobody, except perhaps the city council Labour group, was surprised when the promised sponsorship and television deals melted away. The council did not stop then, when it should have done. There was an almighty row inside the Labour group, but members voted narrowly to proceed with the games and, what is more, they built the Arena, the Don Valley athletics stadium,

the Hillsborough leisure centre and the Graves tennis and leisure centre as well. The total cost of these buildings was £150 million and the operating loss on the games was £10.44 million. The £150 million will not be repaid until 2013.

So the people of Sheffield have a lot of leisure facilities, but then they have a lot of leisure time. Sheffield, as everybody knows, used to be a steel city. In 1850, half of all the steel made in Europe was made in Sheffield. "Made in Sheffield" is still stamped on girders and teaspoons the world over. If you were from Sheffield, you could find yourself anywhere in the world and people knew one thing about your city, in the way they knew the Beatles were from Liverpool. Imagine the pride in that, imagine being an elected representative of the commodity that changed the face of the planet. But the foundries went cold in the late 1970s and early 1980s. In 1971, 45,000 people in Sheffield were directly employed in steel. Perhaps the same number again worked in associated industries. By the mid-1980s, the combined figure was about 10,000.

So if you are that elected representative, what do you do? You walk up the hill through the Hyde Park estate. You see great tracks of flat land along the Don opening up where the foundries once stood. You see 25 per cent unemployment on many estates. You see, and resent, your political enemies in Westminster, seemingly in perpet-

ity, and the money they send you getting less every year. You see relocations lost to Leeds and Manchester. You look for a commercial centre, something to sustain the city while it draws breath, but there is not one there, because just one of the North's top 100 companies has its head office in Sheffield.

You see that between 1971 and 1990, your city lost 53,000 people, 10 per cent of its population, and the awful, shameful prospect takes shape — Sheffield, with its dereliction and empty shops straggling over its hills and valleys, begins to look as if it might be returning to nature.

What do you do? Well, this is what the city councillors did. First, they styled themselves the Socialist Republic of South Yorkshire. Then, they looked around to see how they could protect the people in their republic. They chose the obvious method. They propped up spending on social services, education and public transport, and kept council house rents low, when they could afford neither. The council became the city's largest employer, contributing to the crippling predominance (75 per cent of all jobs) of the public sector. It could not fund the spending by putting up the rates, not once rate-capping had been introduced, although this year's poll tax is up to £281 from £217 last year. So it borrowed.

The Labour group did one other thing. If Sheffield could not be the City of Steel any longer, then it would be the City of Sport. Mike Bower, the council leader, may now say: "These facilities are public services, you don't expect public services to make a profit," but back in 1987-89, in the brief brilliant

glimmer of light between one recession and the next, the councillors hoped for a lot more from all these glass and steel monuments to free time. What they envisaged was a sport and construction-led boom. Somebody should have told them swimming pools and athletics stadiums don't make money and don't employ many people either, but that paying for them takes an awfully long time.

But if they had been told, they wouldn't have listened, because what Mr Bower says is actually true. The council wasn't really thinking about profit, it certainly wasn't thinking, or preferred not to think, about the debt burden. It was thinking about pride. Socialist pride, partly, in this the first city ever to elect a Labour council. But mostly pride that predated even socialism: civic pride in what it was to come from Sheffield, pride neither mitigated by any local political opposition nor boosted by any national political power. The spanking new facilities may swell the chests of councillors, but

sport cannot preserve either the Sheffield or the socialism of the steel age. The cuts have started now. For the moment, the chief casualties are the generous working conditions of councillors and council employees. But with Mr Newman talking of the need to save "around £50 million" from next year's budget, the people on the housing list, and the rent payers, cleaners, teachers and home helps cannot escape.

And when Manchester's Olympic facilities are built, just an hour's drive away, will the runners and swimmers still come to Sheffield? Probably not. Then the people of Sheffield will be left alone, floating down their lazy river, not looking any fitter for it, and paying through the nose.

### TOMORROW

Why has the language of the theatre become so debased?

**'The council don't do anything for us. There's nothing left here. Nothing for the young people'**

## And who is it that they say they answer to?

I can't remember if I rang Tony or he rang me but, whichever it was, we had a nice little chat. "Hello," he said; then he put me on hold. He had just taken delivery of a new telephone system with a call-waiting service and he couldn't stop using it. He couldn't stop using it because his other line kept ringing all the time.

I sat there listening to a recorded BT message. "The other person is temporarily engaged on another call," she said. She said it about 30 times. I started shouting down the line. "It depends what you mean by 'temporary'." I was yelling. "This is my life you know, the only one I've got" — stuff like that. I was just about to bang the phone down in a fury when my other line rang. I put BT's recorded message on hold and took the incoming call.

It was a BT salesman, name of Brian he said, calling to ask how things were going with my mobile phone. "Can I call you back?" I said. "I am on the other line." "There's no need for that," he said. "There were just a couple of quick things I wanted to say." He started to say them, I couldn't stop him. He was obviously reading from a customer care card. He covered the last four care clauses

'And if there's anything, anything at all, we can do for you don't hesitate to call my name Brian thank you for your time goodbye.' I pressed the buttons to get back the Tony call. There was nothing on the line but a regular beep. I think he must have hung up on me.

I went off to the lav with the paper: that's what we writers tend to do with our day, don't you know? It always amazes me to hear that some people get through a whole 24 hours with one quick sitting. How do they ever get to read the newspaper? I must have an average of five or six sittings a day — mornings for sport, home news and foreign; midday for leaders, opinions and features; afternoons for letters and obituaries. It all takes time. I can't imagine how some people get through several newspapers a day. Don't they get a permanent ring-impression on their behinds?

It was a midday sitting, so I was well stuck into the leader columns and, of course, the telephone rang. An infallible law decrees that, if you are working alone at home and you go to the lavatory, the telephone will ring. I always used to rush to pick it up and many a solemn discussion have I enjoyed with a creditor or editor (same sound,

**MID LIFE**  
Neil Lyndon suffers an attack of ringing in the ears



my trousers and underpants were furled, cravenly, round my ankles. These days, I let the answering machine get it. When I got back to my desk and played the tape, I found it was Tony, who sounded despairing. "I thought I'd put you on hold," he said, "but when I tried to get you back, you'd gone. I don't think I'll ever get this right."

up the phone and shouted: "Yes?" "It's me," I said. "What happened?" he said. I started trying to tell him about the BT salesman but then my other line rang. "Would you mind holding on?" I said. "I'll come rushing right back." "You sound like David Frost," introducing the commercial break," he said.

"Yes, well just don't go to the lavatory," I said, sticking him on hold. It was my mother on the other line. "I thought you had two lines there," she said. "I have!" I said.

"Well I don't know what's going on," she said. "I've been getting the engaged tone all morning." "That's because both lines have been engaged."

"Have you got somebody else there with you this morning?" she asked, insinuatingly. "Only on the other line." "Well, I don't know how you ever get any work done if you're on two phones all the time," she said. "Me neither," I answered. "Anyway, I can't talk to you now. I've got a call on the other line. I'll call you right back, all right?" "Why do you have to sound like an American these days," she said.

"It must mean that I think I am David Frost. Get off the line, will you?" "I just wanted to say..." "I'll call you back, all right?" I cut her off and belted the buttons to get Tony back.

"The other person is temporarily engaged on another call," said the voice. I slammed the phone down and sat there for a moment breathing steadily and trying to calm myself. The phone rang. I picked it up. The automatic call-back had now connected me to my mother, don't ask me how.

"That was quick," she said. "Wonders of technology," I said. "So what can I do for you?" "Do you have to sound like David Frost all the time?" she said. "Mother! What is it?" "I just wanted to tell you..." "Hold on, the other line's ringing. I'll just be a moment."

It was Tony. "What the hell is going on?" he said. "You act as if you don't want to talk to me." "To tell you the truth," I said, "I don't think I'd rather be doing some work." "So why have you got two telephone lines and a mobile? Why don't you just cut yourself off altogether?" "I am considering it, believe me."

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EXHIBITION: SCOTLAND

# Smooth façade, sharp practice

Andrew Gibbon  
Williams on a  
show marking the  
200th anniversary  
of Robert Adam



Robert Adam: a contemporary portrait of him with his book

Robert Adam, arguably the most influential architect Britain has ever produced, died 200 years ago this March. You may not be aware of this fact because whereas Mozart's bicentenary dominated last year, Adam seems to be getting short shrift. This is surprising. Ask anyone to name any great architect from the past and he or she will probably choose Robert Adam.

The bicentenary is being marked, however, by the National Library of Scotland which has mounted *Monumental Reputation*, an exhibition focusing on one of the most significant periods in his life. His Grand Tour of Europe in 1754-58 was a journey of artistic discovery which laid the foundations for his remarkable career. The library recently acquired the proofs of *Ruins of the Palace of the Emperor Diocletian at Spalatro*, a sumptuous volume produced by Adam, designed to impress potential clients in England with his erudition and to launch his reputation as the greatest neo-classical architect of the age.

These proofs have provided an ideal focus for this first of the Adam bicentenary celebrations. An examination of what amounts to a project in 18th century self-marketing allows us to focus on the architect at a crucial stage in his career and shed new light on his character.

Few artists have been so lucky in their family circumstance: Robert was born into what became an architectural dynasty. His father, William Adam, cornered the market in building, extending or remodeling the mansions of the prospering post-Union Scottish aristocracy. There is scarcely an early 18th century Scottish building of note in which he did not have a hand.

Elder son John, with whom Robert was to work for the Duke of Argyll on Britain's first planned town at Inverary, first entered the family firm. Robert was followed by younger brother, James.

The intellectual environment in which Robert was nurtured could not have been more conducive to original genius. All the leading lights of the Scottish Enlightenment — the philosopher David Hume, the author of *The Wealth of Nations*.

Adam Smith, and the founder of modern geology, James Hutton — entered the Adam family circle. So when it came to developing an independent artistic approach, Robert was inclined to innovate.

Instead of conforming with his neo-Palladian contemporaries in their servile attitude towards Classical prototypes, Adam was imaginative. He took playful liberties with the various orders and rules laid down by the Roman architect Vitruvius, forging from them an elegant modern architectural style more suited to the domestic requirements of Adam's grand clients.

Such a free approach towards the rigid dogmas of Classicism, however, would not have been possible without a thorough grounding in the antique and Adam's Grand Tour, if not the longest, was certainly one of the most intense. But Adam might still have returned

home to pursue a relatively obscure provincial career had he not conceived of a professional *coup de grâce* in the form of his great book: an erudite folio of plans, views and reconstructions of a great Roman monument. The book was only to be for the delectation of the aristocrats who could be his potential clients.

It was with this eventual aim in mind that in 1757, after two and a half years abroad, Adam left Rome for Spalatro, the port now known as Split in the former Yugoslavia (and which Adam incorrectly referred to as Spalatro in his book). There, with the help of colleagues, he surveyed the ruins of the great seaside Palace of Diocletian. Rather than choosing one of the more obvious public buildings in Rome, Adam selected what was in effect a Roman emperor's retirement complex. Presumably he thought it would offer more interpretational scope for the domestic architecture to which he aspired.

*"Monumental Reputation"* reveals the aggressive marketing of Robert Adam, the story behind the practicalities. The evidence shows that Adam ruthlessly promoted his self-interest and took shabby decisions at the expense of others.

Adam had only five weeks in which to accumulate detailed information about the nine-acre site of Diocletian's Palace. Delegating, therefore, was only to be expected. The French watercolourist Charles-Louis Clérissieu was employed to paint perspective views. Younger brother James supervised the Venetian engravers, William Robertson, the eminent historian and Adam's cousin, was called upon to write the introduction.

The way in which Adam treated his team and ensured that it was virtually ignored in the final product was despicable. Clérissieu, for example, was denied proper credit and even denied for letting it be known that he had contributed at all. The message conveyed from Morocco-bound cover to cover of the book is: this is the exclusive work of Robert Adam, Genius.

Nor that any of this should diminish our respect for the rigorous intellect which distinguishes Adam's book as superior to rivals such



The frontispiece of *Ruins of the Palace of the Emperor Diocletian at Spalatro* (sic), Adam's book

as Stuart and Revett's *The Antiquities of Athens*. Improvement, however, was the watchword of the age. Adam had no qualms about correcting the ancients in the knowledge that this would impress potential clients. Comparing Adam's refined Spalatro (sic) Order, as he dubbed it, with the cruder original upon which it is based, is to see Adam the elegant designer usurping Adam the archaeologist in an age before disciplines were so strictly demarcated.

In an enjoyable coda to the exhibition, a slide presentation guides the visitor around the abodes Adam was commissioned to build or renovate as a result of his book's success. Echoes of Diocletian's Palace reverberate through the stately homes of England, Scotland and Ireland: Osterley, Syon, Kedleston, Culzean. "With his taste, his productions, and his manners, everyone went away enchanted," wrote his brother-in-law John Clerk of Eldin, conjuring up a personality which is somewhat at odds with that exposed by this exhibition.

*Monumental Reputation* is at the National Library of Scotland, George IV Bridge, Edinburgh (031-226 4531) until September 30

ARTS BRIEF

## Coe is blowing

SCARCELY has Sebastian Coe found his way to Westminster's corridors of power than he has snaffled one of the great Parliamentary jobs. The athlete-turned-MP has been appointed treasurer of the Parliamentary all-party jazz group, now numbering more than 30 politicians. A gaggle of them will be turning out for a jam session during National Music Day on Sunday.

### Barriers down

THE first conference on theatre and disability is opening at Manchester University on Friday. It is organised by the Arts Council which has increased its grants to disabled groups this year from £90,000 to £160,000. An extra £25,000 is going to Bolton Cognition for a bold experiment: the Octagon's new artistic director Lawrence Till, is to produce a *Timon of Athens* for which half the cast will be deaf, and it will be under the control of Carol Tweedy, a trainee director who is profoundly deaf.

### Money for dance

EIGHT winners will share £100,000 in the 1992 Digital Dance Awards, the annual scheme sponsored by computer giant Digital Equipment Company to commission new productions. Winners include Nicky Smedley, who is planning a work specially created for a full-size indoor competition climbing wall, and Green Candle, whose production will incorporate wheels of every shape and form. Kumar Saswat, The Place Theatre and the Dundee Rep Dance Company also pick up awards, along with past winners Shobana Jayasingh, Second Stride and Shobana Davies.

### Last chance...

SMOOTH jazz and hot soul have been the prime ingredients in Madeline Bell's sets at Ronnie Scott's London club (071-439 0747) over the past two weeks. A forceful, gospel-trained vocalist — and former member of Blue Mink — Bell appears, with a group featuring the wailing alto saxophone of Andy Mackintosh, until Saturday.

CLASSICAL RECORDS

## Hands and minds in accord

Alto Ciccolini, a pianist whose praises are not often sung in this country, recorded the entire piano music of Debussy — more than six hours of it — in the space of eight days in April last year. One might expect the result (Debussy: *Complete Piano Works*, EMI CDC 7 54447-51, 2, five discs) to sound a little strained at times, but Ciccolini sustains the tension, the magic and the personality throughout, deeply involved with every note.

Debussy's teacher, Marmontel, is credited with the observation that Debussy was not very fond of the piano but loved music, and by all accounts he played the instrument in a highly individual way, constantly moving his listeners to remark on the quasi-orchestral quality of this playing. Colour lies at the heart of his mature style, from *Estampes* (1903) onwards.

In this work (recorded on Vol 1) Ciccolini responds with marvellous sensitivity to the composer's evocative style. The oriental bare fifths of the first piece, "Pagodes", resonate with exactly the right gentleness, and the pedal is used to add a sense of mystery to the penultimate mode.

The two sets of *Images* (1905 and 1907, and also included in Vol 1) go a stage further. Even "Hommage à Rameau", an apparent throwback to earlier works such as the *Suite bergamasque* and *Pour le piano* (both found on Vol 5), where Debussy concerns himself with the reinterpretation of classical forms, shows a new kind of refraction and expansion. Ciccolini never merely stays on the surface of any piece, no matter how tempting it might be simply to enjoy washes of colour or technical brilliance.

On Vol 3 are the second book of *Préludes* and the composer's own, rather wonderful transcription for single pianist of the six *Épigraphes antiques* (1914, originally for four hands). These works sit beside individual pieces, such

as the effervescent "Le petit nègre" and the elegant "Hommage à Haydn". Moreover, there are both the first and last piano works by Debussy to survive, the delightful "Danse bohémienne" (1880), a character piece closer than one might imagine to Dvořák or Tchaikovsky, and the brief "Page d'album" (1915), otherwise known as the "Pièce pour le Vêtement du blesé". There is also the even briefer "Morceau de concours", composed anonymously in 1904 but undiscovered until the 1970s. These last two works come as close as anything Debussy wrote to the music of Satie.

Ciccolini revels in the variety and contrasts these small pieces provide; he is again poised and considered in both

sets of *Préludes*, the first of which is found on Vol 2, together with Debussy's own version for piano of the ballet *La Boîte à joujoux*.

Both sets of Debussy's last important compositions for piano, the *Etudes* of 1915, are coupled on Vol 4. By way of an appendix there is also the so-called "Etude retrouvée", an early version of the study called "Pour les arpeggios composés" discovered in 1976. The *Etudes* show Debussy at his most fluent, confident, free, and expressive. Ciccolini, with a vast palette of colours at his command, rises to one of the supreme challenges of piano literature. This, by any standards, is a remarkable achievement.

STEPHEN PETTITT

TELEVISION REVIEW

## Don't follow me, I'm lost

connected subjects and phrases in the search for something surreal. But parody relies on striking some chord in the original. *Northern Exposure*'s scriptwriters saved themselves a lot of tiresome research by relying on Woody Allen's homework on Tolstoy. "I took a speed-reading course and read *War and Peace* in 20 minutes," Allen once confessed. "It involved Russia."

So Nikolai gets himself into a duel with Cicely's resident red-neck, Maurice. Holling, the bar owner, goes into the wilds to shoot a moose to rid himself of the bad dreams that keep him awake at night; and young Ed experiences his own sort of reckless abandon by falling in love, for the first time, with a milk-maid who gets aroused by dirty talk

about motorbikes. All very Tolstoyesque.

As long as Nikolai is in town, everyone does Russian things, such as drink vodka, sing moody Russian love songs, play chess, watch *Dr Zhivago* on video, and so on, while talking to each other in a stream of *non sequitur* statements. When the duellists are about to shoot at each other, and the scriptwriters have run out of ideas, the cast starts talking out of character, arguing about the imbecility of the show's plot, and how no viewers will believe the duel scene.

This is the moment when you really start wondering why those famously meddling script doctors weren't sent for. Or were they? In a Monty Python show, the whole sketch might last for four minutes. The writers for *Sergeant Bilko* might have stretched this same theme to half an hour by using the old-fashioned trick

of inserting witty jokes. That is now considered bad form in television comedy.

All in all, it's the sort of production technique that makes you wonder if Tristan Tzara might not have done well as a television scriptwriter in Hollywood today. He could get two or three totally unrelated scripts, say a John Wayne western and a Noël Coward play, cut them into pieces with scissors, and then randomly piece them together again in a new, surreal form, perhaps: Wayne: "Noël, I said get offa that horse." Coward: "Very mountainous, Montana."

JOE JOSEPH

TELEVISION AND CINEMA

## Who put the film into Film on 4?

David Robinson  
meets Derek Hill,  
founder-member of  
Channel 4 and an  
enthusiast of film



Hill: cinematic crusader

When Channel 4 celebrates its tenth anniversary in November, just two of its original creators will still be there to mark the occasion. One is the chairman, Sir Richard Attenborough; the other is Derek Hill, the film consultant, originally taken on as film buyer by Jeremy Isaacs, the former Channel 4 chief who now runs the Royal Opera House. "There was a total staff of four people when I joined," says Hill. "Jeremy contacted me because of a report I had written for the IBA, about an ideal acquisition policy for television."

Hill was promptly sent off on a spending spree. "Jeremy told me, 'Get out there and buy the best.' After a lifetime of selling films, to be a buyer was a shocking new experience. I had a wonderful time. I remember the day I went back to Jeremy very shamefaced: 'I'm afraid I've spent a million pounds.' 'Well done!' he said. 'Keep going.'"

This was television's golden age. The films Hill bought in those first months set the pattern for Channel 4's literature and intrepid policy in the years to come. "It was an extraordinary privilege to be able to give this kind of practical recognition to film-makers," says Hill. He bought films that British television audiences had never seen before, from Turkey, Greece, Japan, Latin America, Australia, as well as Europe.

His journalistic career came to a sudden end when he published a profile of John Davis, then chairman of Rank, in *Definition*. Hill found himself abruptly dismissed by employers forced to choose between Rank advertising and their film critic.

He had already founded the Short Film Service. "I programmed the shorts for the 1963 London Film Festival, and realised what a poor deal short film-makers were getting. The idea was an agency which would bring interna-

tional shorts to this country and get British shorts distribution abroad. And to get critical attention for them."

His next enterprise was the New Cinema Club. "This was a showcase for films which had been blocked by the censor or lack of commercial interest." The club introduced the films of Warhol, Dusan Makavejev, Nagisa Oshima, Jerzy Skolimowski, Jean-Marie Straub, Brian de Palma, Walerian Borowczyk, Yoko Ono, Glauber Rocha, Paul Morrissey, Norman Mailer, David Cronenberg and Alexander Jodorosky and revived then notorious avant-garde works by Kenneth Anger and Jean Genet, and some banned films by Roger Corman.

Another Hill triumph was to persuade the *Vicomte de Noailles* to let him distribute Luis Buñuel's mythical *L'Age d'Or*. De Noailles had financed the film, but since 1929 had rarely allowed it to be seen

on account of its reputation for blasphemy. Hill was surprised to find the normally reclusive *Vicomte* so welcoming. Only later did he find that de Noailles, still an enthusiastic patron of the arts, had at first believed him to be his namesake, Derek Hill the painter.

From 1970 Hill programmed the ICA's film shows, introducing children's matinees and bringing a chunk of the Cannes Festival, the *Quinzaine des Réalistes*, intact to London.

From these years he has a rich repertoire of anecdotes, such as the day the sewers began to discharge into the ICA cinema during a press show, or how John Lennon and Yoko Ono arrived in a bag for a show of their films. "They walked around, chanted a bit, and then went away. Later I learned it wasn't them at all. They had stayed home and put two other people in the bag."

After 30 years in the business, Hill's commitment to the new, the undiscovered and the neglected is undiminished. At festivals he is always the one who has discovered some dark horse on the fringe. Young film-makers from across the world know that he will look at their films when no one else will. He has not reformed one bit since the start of Channel 4, when Isaacs wrote of the enthusiasm "which always threatens to run away with him — and frequently does".



## Frailty, Pain, Loneliness

Age-old problems need caring solutions



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# Straight through the heart



Picture-postcard country: cyclists can enjoy the beauty and cooking of rural France as they should be enjoyed — at a quiet, gentle pace, avoiding the crowds



CYCLES are machines for going places. The ultimate challenge for any cycle tourist is an end-to-end, right across the country from one tip to another. In France the choice of departure points is wide. I pondered over the map with my daughter Claire, who wanted the end-to-end for her Duke of Edinburgh's silver award. In the end we settled for the route between St Malo and Sète, a 600-mile ride through the green heart of France.

We had to decide on a route early because the summer ferries can be crowded. We opted for the Brittany Ferry route from Portsmouth to St Malo, partly because it offered a considerable lift on the road south and partly because it also offered the shortest end-to-end route away from the central massif.

The 20 miles or so from my home to the main railway station took an hour and a half and was the most dangerous part of the route. But by 8pm we were in Portsmouth and riding towards the Brittany Ferry terminal. "Go to the front of the queue," said the checker-in. The cyclists had dumped their panniers in their cabins and occupied the bar before the first motorist had even come on board.

When we came on deck at 7.30 the next morning, the ship was already weaving through the rocky approaches to St Malo. An hour later we were ashore. This was the last Friday in July, the day of *Le Départ*, the start of the French holiday season, when every French family sets off for the coast. I therefore decided against the direct route to the Loire through Rennes and we aimed instead to come down to the Loire at Angers, after passing through the fortress town of Vitre. We left St Malo at 9.15am and reached Combourg.

We had lunch in a *Rotisseurs* café at Marcille-Raoul, where four courses

## Freewheeling Robin Neillands rises to the ultimate touring challenge with a 600-mile, eight-day cycle from one end of the country to the other

and half a litre of wine cost only 60 francs. The wine was a mistake. That afternoon was hard work all the way to the comfortable stopover point at Argentré-du-Plessis, six miles south of Vitre, which we reached at 7pm, having covered 72 miles that day.

The next morning, we dashed off a quick 18 miles to Craon, a pretty town, in 90 minutes. By mid-afternoon, we were in Angers on the Loire, circling round the castle. We then crossed the River Mayenne and the great Loire itself. About 7pm we

arrived at Brissac, 15 miles south of Angers with 72 miles under our wheels that day.

Day three was wonderful, at least to begin with. The weather was glorious and we were getting fitter, racing out of Angers into Poitou, across the rolling countryside to Poitiers, where we should have stopped. But it was only 5pm and we decided to go on. We rode in the gathering dark until, with 92 miles done that day, we found a small hotel in St-Secondin, south of Gençay.

The next day, with some 57 miles done by 4.30pm, at Châlus we found a room and decided enough was enough. We took the chance to wash the dust out of our clothes before strolling, ice-creams in hand, to the walls of the castle where Richard Coeur-de-Lion met his death in 1199. Then dinner, yet another shower, and to bed.

We were in the south now. The roofs had red tiles, not grey slates, and the vineyards multiplied. There were plenty of photo-stops on the 62-

mile run to Brive, notably at the beautiful village of Segur-le-Château, one of those picture-postcard French places that lie off the too-well-beaten track. Brive was busy, and the road south, the N20, is a main holiday artery. So we swerved off it and found a small hotel, where our end-to-end attempt was much admired.

The next day it was on to Figeac, via the spectacular pilgrim town of Rocamadour. From Figeac, we enjoyed a long swoop down to the little town of Capdenac-Gare, and the railway station. As we had already done 62 miles that day, we did not feel guilty about taking a train in the evening. I bought tickets for Rodez, the cycles travelling free in the luggage van. By six that evening we were cycling up the hill into the city.

Up early at Rodez, and a minor road out to Pont-de-Salars and the beautiful lake at Pareloup. Stopping around noon in the little village of Bouloc, we found a fine restaurant behind the local café.

The afternoon ride was wonderful, a long fast descent down to the green waters of the Tarn. We had to stop several times to let the brake rims cool. So the day wore on until, after another 75 miles on the road south, we climbed at last to the chilly heights of the Causse du Larzac and found a small hotel.

By now we had learned that an early start makes the best of the day especially in the hot and hilly Languedoc. On day eight we circled the open vastness of the Causse and rode into the old Templar fortress of La Couvertourade. Then down to Le Caylar, and south through St-Pierre-de-la-Fage and on to Aniane, across the Pont de Diable for the last hill climb to Montmaur.

We went up through the gears and down through the hills, racing across the coastal plain until, as the dusk rushed down and the lights came on, we arrived at Palavas-les-Flots, and we had made it: 600 miles by bike, from our starting point at St Malo to the shores of the Mediterranean. It was a wonderful feeling.

## Beware the hidden costs



Although nearly every one buying a house in France will have been through the process in Britain, there are those for whom the romance and excitement of such a venture acts as a kind of magic carpet ride away from the realms of reality.

The purchase price of a house, like that of a car, is only the start of the spending spree. There are other, significant, costs that need to be allowed for before you decide to go ahead. However, the French system of buying and selling property is simpler than the one in Britain. In my experience that helps to make it both cheaper and faster.

Do not, though, be tempted by one French "custom" which is not only illegal but could cost you more money in the long term. This is the habit, especially in deals done direct with the vendor, whereby you hand over some of the price in cash and thus show a reduced "official" price on the receipt.

Vendors sometimes suggest this if the house they are selling is not their main home and therefore is liable for capital gains tax. If the vendor can show a smaller profit, he or she will pay less tax. The trouble is that when you sell you will pay more, based on the difference between what is shown on the official documents and what you sell for. Have nothing to do with this practice.

What makes the French system simpler is that both parties to a deal use the same solicitor (*notaire*). All of his charges — about 2.5 per cent of the purchase price — are paid by the buyer. The *notaire's* fee will include local taxes, which vary between three and six per cent. Local taxes in the Dordogne, a favourite British retreat, are 5.75 per cent.

The other main extra is the estate agent's fee. The agent will not normally charge to find you a house unless this involves special work, but check that this is the case. Agents will negotiate on their fees, but in general they charge five per cent on a house costing more than FF300,000 and up to 10 per cent on cheaper houses, the theory being that just as much work goes into selling a cheap house as an expensive one.

An agent will also act for you at what we would call the exchange-of-contract stage. Some people like to travel to France for this little ceremony, which usually involves the *notaire* opening a bottle of wine. But the agent will do it for you for much less than the ferry fare: ours charged £50.

There is another cost which

becomes relevant if the first flush of enthusiasm fades. Gazing at a house in France, in part because paying a deposit is, in effect, a binding contract on both sides. If you pay a deposit and the vendor pulls out, he owes you twice the amount of the deposit.

You should be certain you want the house before handing over any money. The best course is to return to the UK and think it over, although if you are pretty sure open a non-resident bank account in France before you return here: that will make the rest of the transaction much more straightforward and secure, as money can be transferred from your UK account.



The other expense that must be taken into account involves rates. The French are changing to a local income tax next year, but at present there is a *tax foncière* which is split into two amounts: one for the building and a much smaller one for the land. The amounts vary, but a three-bedroom house in the Dordogne with a third of an acre of land will cost roughly £200 a year.

Then there is the *taxe d'habitation* (about £170 a year on the above house), and even if you do not live in it you will probably be asked to pay — unless the house is unfinished.

There are several useful books on buying in France. One worth sending for is *French Property: The Hidden Facts* by Harry Crane, obtainable for £6, including postage, from Mr Crane at Font-St-Georges, St-Cirq-Madelon, 46300 Gourdon, France.

PETER BARNARD  
Next week: Is it 'habitable'?

On Fridays, *The Times/LBC Last-Minute France Hotline* is your guide to stop-press holiday, travel and rental bargains. On Thursday after 6pm on LBC NEWSTALK (97.3 FM), Angela Rippon in her *Drivetime* programme will preview the offers available in Friday's paper.

### THE BIG TRIP: WHERE TO GO FOR ASSISTANCE

For information on cycling in France contact the French Government Tourist Office (FGTO), 178 Piccadilly, London W1V 0AL (071-499 6911), or the Cyclists' Touring Club (CTC), Cotterel House, 69 Meadow, Godalming, Surrey, GU7 3HS (0483 417217).

Information on ferry crossings, prices and cyclists' facilities is available in the brochures of any of the ferry companies or airlines. These can be obtained at ABTA travel agents. French Rail (SNCF) details can be obtained from 179 Piccadilly W1V 0BA (071-499 1075). The *vélo en baggage à main* service does not apply on long-distance trains, which may not have luggage vans. Cycles sent over long distances have to be registered and may not travel on the same train as the passengers. Delivery delays are common.

The FGTO produces two useful guides with sections relevant to the cycle-tourist, the *Active Traveller in France* and the *Traveller in France Reference Guide*, 1992. Call at the FGTO or send £1 in stamps to cover mailing.

There are a number of useful books, including *Fat Man on a Big-*

*cle* by Tom Vernon (£3.95) and *Susi Madron's Cycling for Softies* (£4.99 including p&p from Susi Madron at the address given below). The *Michelin Green Regional* guides are ideal. My book *Cycletouring in France* (£7.95 paperback) gives details on 20 tours.

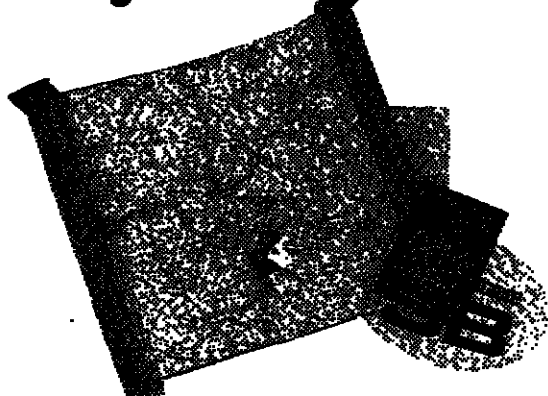
The *Logis de France* hotel guide, which lists more than 5,000 small country hotels, is invaluable and obtainable from the FGTO (£6.50 to callers or £7.50 by post). Make cheques payable to the *Maison de France*.

The best maps are either the Michelin 1:200 000 regional Yellow series (1cm=2km) or the Institut Géographique National (IGN) *Carte Touristique* 1:250,000 (12cm=2.5km), which cover all the regions and provinces. The best selection of French maps and guides can be found at Stanfords Map Shop, 12-14 Long Acre, London WC2E 9LP (071-836 1321), or The Travel Bookshop, 13 Blenheim Crescent, London W11 2EE (071-229 5260).

Cycle touring holidays are available through a large number of operators including Susi Madron's *Cycling for Softies* holidays of 2 and 4 Birch Polygon, Rushmore, Manchester M14 5HX (061-248 8282), seven to 14 nights at prices from £399; Inntravel of The Old Station, Helmsley, Yorkshire (0439 71111) for independent cycling holidays in the Auvergne, Dordogne and Lot at prices from £429 including ferry crossing with car and outward accommodation. Other cycling holiday companies include Belle France of Lamberhurst, Kent (0892 890885), for hotel-to-hotel cycling holidays in Provence, the Auvergne, Brittany or the Loire; SVP France of Chichester (0243 377862), for cycling in Western Loire, the Limousin, the Auvergne and the Pyrenees; Headwater Holidays of Northwich (0606 48699) for freewheeling holidays in the Lot, Loire and Jura. A full list can be found in the *Traveller in France Reference Guide*.

This ride took eight days averaging about 75 miles a day. Even with our multi-geared touring bikes, I think this is too much and would recommend a daily average of 50-60 miles. The cost for two was £25-£30 a day, much of this going on cold drinks.

## Ferry booked!



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You can choose to fly from Gatwick to Paris for as little as £139 or to Lyon for £195. T.A.T. European Airlines, the French independent airline, this year launched new scheduled services from London as part of a £5 million expansion programme. Scheduled operations from Gatwick airport serve Paris with up to three flights daily (increasing to five flights daily in 1993), and daily flights to Lyon.

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This offer is valid for travel during July and August. Return travel must be completed by Friday, August 28, 1992. Bookings must be received by Friday, July 10, 1992.

To book, simply phone 0293-568888, Monday-Friday, 8.30am-5.30pm — you will then be quoted a booking reference number which you should enter on the booking form. The booking form is limited to two people travelling together; you must attach five different Times Newspapers/T.A.T. flight tokens. Additional applications for two for one tickets must be on a separate booking form with another five flight tokens. Send the completed booking form to: T.A.T. European Airlines, Suite 220, Ashdown House, Gatwick Airport, West Sussex RH6 0EW. Token two



Come on in: the pyramid entrance to the Louvre, Paris

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Paris-Gatwick	07.30	Daily ex Sun	Bus/Econ
Paris-Gatwick	19.10	Daily ex Sat	Bus/Econ
Gatwick-Lyon	08.30	Daily ex Sun	All fares
Gatwick-Lyon	18.15	Daily ex Sat	All fares
Lyon-Gatwick	08.00	Daily ex Sun	All fares
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is printed here today and further tokens will appear in *The Times* this week.

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Buy a ticket for travel before August 31 from your local Abta agent, motoring organisation or call Sealink direct on 0233 615222. Monday-Sunday, you will then receive a voucher and a booking form entitling you to a free ticket for travel between September 14 and December 17, 1992. After completing the first journey, attach the counterfoil of the first ticket and ten different Passport to France Sealink tokens from *The Times* and *The Sunday Times* between June 14 and June 27.



كزائن الأصل







## MEDIA MOLE

THE British Film Institute is in something of a quandary. Sir Richard Attenborough, the present chairman, retires later this year, and rumour has it that there is a lively debate as to who should replace him.

One candidate apparently anxious to do so is producer David Puttnam. But Mr Puttnam's appointment is no certainty. Doubting voices with-



Puttnam: too left to be right?

in the BFI point out that with five years of a Conservative government stretching ahead it might not be wise to have such a public Labour supporter as Mr Puttnam at the helm; especially as Wiliam Stevenson, the BFI's director, is also a firm Labour man.

The suggestion is that Mr Puttnam's elevation should be challenged by a Tory, and that he could be none other than Sir Geoffrey Howe, the former Chancellor, who will soon take his place in the Lords. Sir Geoffrey does not list films among his recreations in *Who's Who*, but that is not preventing discussion of his chances.

ONE victim of United Newspapers' decision to close down *Punch* magazine after 150 years is its remarkable library and archive of memorabilia, including cartoons and illustrations going back to 1841.

Although nobody at United seems to have realised it yet, the *Punch* library is an asset which could be capable of generating an annual profit of £100,000 or so, without much effort.

Yet word has it that United is looking for a buyer, and does not know exactly what sort of price to ask. So the famous *Punch* table,

signed across the generations by many of the great and good, as well as portraits of editors stretching back to Mark Lemmon, the first, could just go to the highest bidder.

THE behaviour of that loud-mouthed but undeniably talented comedian Eddie Murphy has been alarming Paramount Pictures' executives during the finishing of *Boomerang*, his first film for the studio for more than two years. Paramount executives claimed at one stage that Mr Murphy was so persistently late on the set that he cost the picture more than \$1 million in extra costs, and that one day he chose to go to the cinema rather than go to work.

Mr Murphy's aides firmly denied that charge, claiming that it was raining when he went to the set before the crew were ready to resume shooting. Nevertheless, one insider was quoted as saying: "It's too bad the movie's so good because he behaved awfully."

Whatever the truth, Paramount Communications, the studio's holding company, will



Murphy: too rich to be wrong?

not be keen to annoy one of their principal stars. There is too much at stake.

Thanks to the success of the teen comedy *Wayne's World* Paramount has just turned first-quarter losses of more than \$55m into profits of \$28m in the second, and if *Boomerang* works at the box office this summer the studio and its master company will be well on the road to recovery.

GEOFFREY WANSELL

Black actors are rarely cast against type. Peter Taylor looks at the minority experience of British broadcasting

AFTER its wartime absence, British television returned with a perfectly coiffured woman announcer delivering, in home-china tones, something between an endorsement of the medium and a public health warning: "To those of you who are watching television for the first time, we would like to sound a note of caution. Television is essentially the entertainment of the home viewer, and it is the family group that our producers and artists normally consider to be their audience."

Thus were the cultural values of the white middle-class insouciantly stamped on a new generation of programming. Yet the involvement of blacks in British television goes back ten years earlier — to the very first broadcasting day, November 2, 1936, when Buck and Bubbles, the American song and dance duo, soft-shoe shuffled across the screen.

As time went by, Britain produced its own black television personalities — Cy Grant, warbling his "news cyprios" on *Tonight*, for example — but what kind of black involvement was it? Did blacks play anything more than a token, walk-on role? And what lasting impressions of black life in Britain did television bring about?

A week-long season of programmes — *Black and White in Colour* — begins on BBC2 this Saturday, and amounts to an oral history of the black experience in British television.

The project has its roots in research undertaken by the British Film Institute (which has produced two introductory documentaries for the season) and is bound to rekindle debate about "ethnocentricity" in broadcasting.

On one level it is the sort of nostalgic family viewing that even the demure woman announcer of long ago would feel at home with. After the documentaries, there will be re-runs of appropriate episodes of *Z Cars*, the classic police series of the 1960s, and *Empire Road*, a



Role reversal: a "blackened-up" chorus for *The Black and White Minstrel Show* and Lenny Henry's impersonation of David Bellamy

serial written, directed and starring black people, which was first shown in 1978-79. There will also be the 1965 adaptation of E.M. Forster's novel, *A Passage to India*.

Spike Lee's disturbing parable of life in American inner cities, *Do the Right Thing*, will also be screened, as well as interviews with black performers as contemporary and fashionable as the comedian, Lenny Henry (pondering why he joined *The Black and White Minstrel Show*).

One difficulty with the season is that it is not entirely clear whether its purpose is to celebrate or to complain. Pearl Connor, who founded the first theatrical agency for black actors, is compelling on the struggle entailed in making a name in those early years. But all actors (and many who are not actors) know how difficult it is to get a lucky break. Is it a unique aspect of the black experience?

And when Mr Grant talks of the "terrible price" he had to pay for becoming famous on *Tonight* (he means he felt patronised), is it so

terrible to be much admired and still widely remembered?

According to Colin McCabe, head of BFI's research department and producer of the two documentaries that give the season its name,

When Johnny Speight invented Alf Garnett it was thought that his apoplectic views would make the character an object of ridicule. Instead, he became a national hero

the notion that British television is essentially racist in its under-recruitment of blacks to top positions is "taken as given". But if racism is widespread in British society, the programmes find an easier scapegoat. The blame descends on Enoch Powell.

"He was the man with the match, he did light the blue paper, and the results were appalling," Desmond Wilcox, the current affairs filmmaker, says in the programme. "It

allowed a screaming level of prejudice to enter our society."

As Mr Powell recently celebrated his 50th birthday to cross-party applause for his parliamentary rigour, this won't wash. If any-

national function of a British heavy-weight boxer: to get up from the canvas and say that he was a bit unlucky, Harry.

Here is the dilemma: through Channel 4 in particular, a wide range of programmes is now available for "ethnic minorities". But the "separate but equal" policy serves to accentuate cultural differences, not dissolve them.

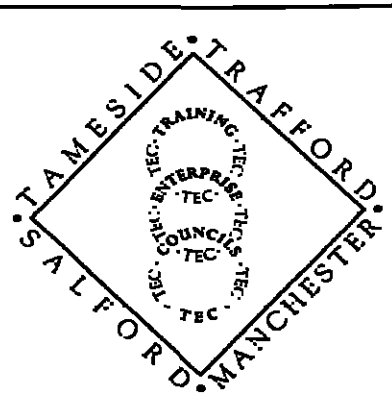
A recent report from the Economic and Social Research Council concluded that, while the appearance of black and Asian television actors is roughly proportionate to their numbers in the population, they rarely get a chance to "act outside their skin". It is difficult to see how one can have it both ways.

Does the portrayal of blacks on television make any difference to our actual behaviour — black, as well as white? On the face of it, the evidence from the United States is not encouraging. After years of sitcoms extolling the ideal of middle-class black life, the family unit in black America is still in an advanced state of disintegration.

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CREATIVE, MEDIA & MARKETING ALSO APPEARS ON PAGE 8

هكزمن الأصملي



Once, a blue-blooded face on a women's magazine cover boosted circulation. Now, Jane Reed reports, a good recipe works far better

## Royals dethroned by cheesecake

For years newspapers sneered at women's magazines for their devotion to the royals. "Knot-your-own-royal-family" they called them. But, almost without comment, the royals have disappeared from women's magazines altogether.

In the 1970s, when I was editing *Woman's Own*, I published what I remember as being a somewhat unexceptional piece to mark the first wedding anniversary of Princess Anne, as she was then, and Captain Mark Phillips. Along the way the piece wondered why the two of them were not together to celebrate such an important occasion. A few days after publication, I was summoned to Buckingham Palace — or rather asked to pop along to have a word with the press office — and told that such speculation was not what was expected from a publication such as mine. There were hints of privileges withdrawn, a relationship cooled, if we continued.

I felt my wrists had been well and truly slapped. Gosh! No more special privileges, no more relationship, ... Such was the gravity of the occasion and the pointedness of the kicking off that it took me several minutes after my Triumph Dolomite had crunched out of the palace precinct for the truth to dawn.

There were no special privileges, no special relationship — unless it was that they took my calls. Courtiers had this extraordinary gift of seeming to draw you into their rarefied world, of weaving a spell around you so that you were convinced you had just been party to something not another living soul would ever see or hear again. Very clever.

In those days women's magazines were important to the palace's PR programme — if indeed they had anything as formal as a programme. We would frequently get calls almost begging us to cover a royal... trip everybody knew would be rather less newsworthy than a trip to the dentist. And we'd do it, in the hope perhaps of getting a special photo position on the route for a royal wedding or even a royal interview.

But it was a two-way street. About one in six covers was a royal. We'd sell more copies, they'd "sell" the royals to a largely uncritical audience. Well not exactly "sell". I remember persuading a nice man from the press office to



Royal family? What royal family? A selection of magazine covers shows them to be totally Windsor-free, but loaded with do-it-yourself tips, food ideas, celebrity gossip and sex

have lunch with a New York magazine editor friend of mine.

"Well, what we want," said the editor, "is an interview with the Queen about being a wife and mother — you know, a little about the kids, her relationship with Prince Philip, how the kids are doing at school, her hopes for their future, that sort of thing." When the Queen's press officer told her that Her Majesty was unlikely to consider such an interview, the American editor was flabbergasted. "But we need seven million readers out there! Think what great PR this would be for your Queen in the US."

The press officer smiled patiently and told her that Her Majesty did not need to "sell" herself to the people of anywhere. Which, of course, was only partly true. America she did not need, but she did — and still does.

Compared to today's dramas, the royals were living a relatively humdrum life. Got up, ate breakfast, planted a tree, went to Africa for some more independence celebrations. It was a struggle to find something new to write around yet another set of royal

tour pictures. I developed a squint which I still have, because every Wednesday afternoon I would look at hundreds of transparencies taken at every royal function during the previous week.

Happiness was noticing that after the birth of each of her children Princess Anne had her maternity wardrobe remodelled into normal clothes: that the Queen had been wearing the same country coat for 20 years (ditto Princess Margaret's shoes) and would update some of her finer evening frocks. We got a spread or three out of all that: very popular with the readers, too. But our "make-do-and-mend royals" didn't go down well with the palace either. Apparently we were getting a little too intimate.

There is a sort of Richter scale of royals on covers. In the 1970s, the Queen came in at about five. The Prince of Wales with a girlfriend was eight. The Duke of Edinburgh, even on his birthday, could barely reach four — yet we ran a cover on his birthday.

The Queen's silver wedding and jubilee stopped royal rigor mortis in the magazines after Princess Anne's wedding and before the fateful Charles and Di engagement. We sensed the country wanted to celebrate something — anything — to lift them out of the strike-bound gloom. Thousands of readers joined in the spirit of

the thing. They won ringside views to see the St Paul's procession and the Thames fireworks. We planned to tour a couple of coaches around "the Queen's London". In magazines, they still talk of their most famous royal scandal being when

"Crawfie", the Queen's much-loved nanny, began to write a weekly diary in *Woman's Own* in the 1950s. It was anodyne, fawning stuff but gave some revealing insights into the royal nursery and household. And it is said that if it didn't exactly have the palace's bless-

ing, they didn't try too hard to stop it. All the sadder, then, that due to the long copy deadlines for magazines in those days, the editors were not able to withdraw a Crawfie column centring on the Royal Family's activities at Ascot that year. You see, at the last

minute (but after *Woman's Own* had gone to press), the royals didn't go to Ascot. Big problem. Crawfie was struck off, privileges and friendship withdrawn immediately. She finished her days a sad and, I think, bitter woman who would only talk to reporters

through the letterbox of her Scottish cottage.

Last Saturday, I walked through Harrods magazine department: probably the widest selection of British and foreign magazines anywhere. Of the hundreds on show, only two had a British royal on the cover: *Paris Match* had the Queen's visit to France; *Madame Figaro*, which is running *Diana*, the Andrew Morton book, exclusively in France, had the Patrick Demarchelier cover picture of the Princess of Wales.

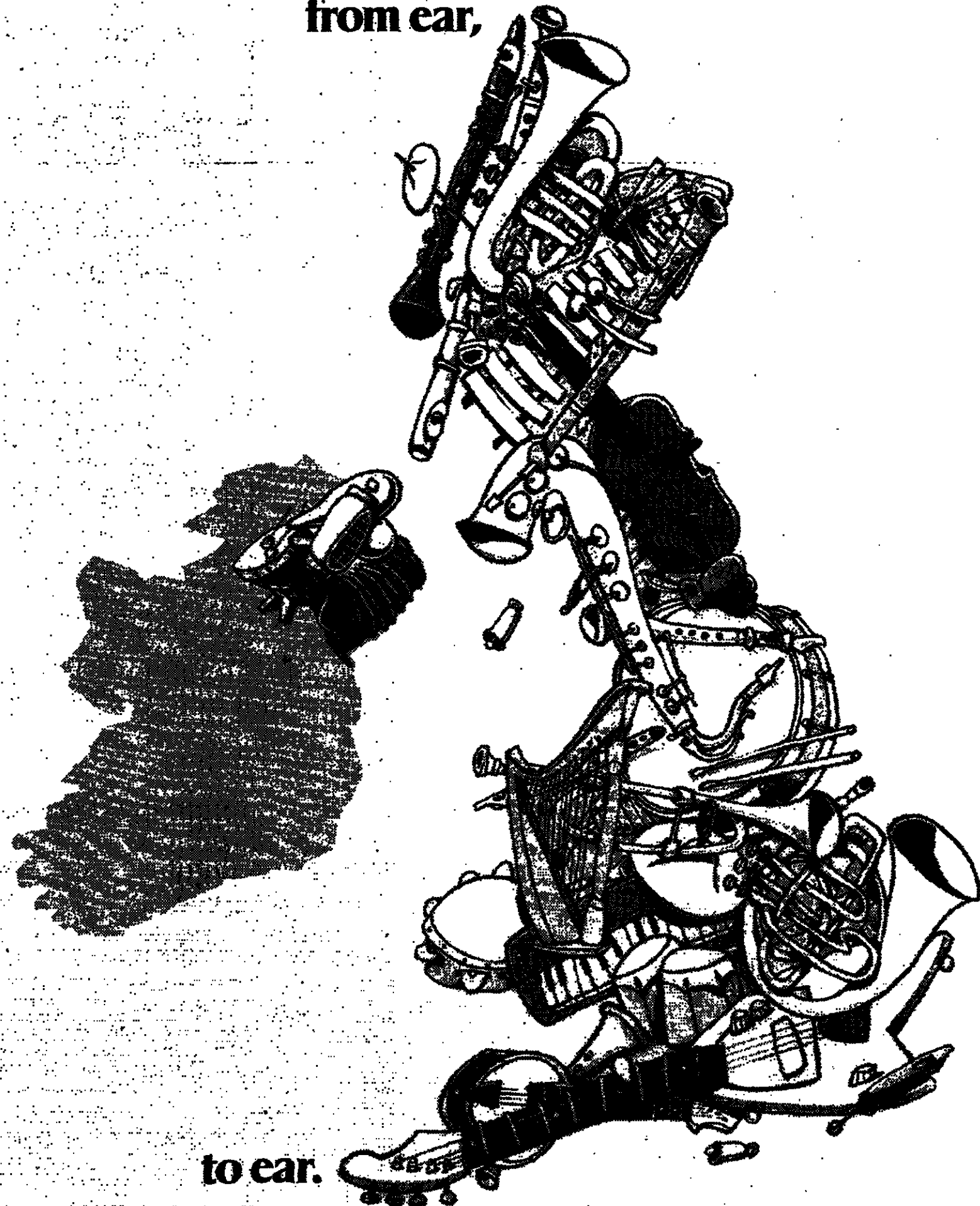
So where have all the Great British Royal Covers gone? Up to the mid-1980s a week without "Di" was a week you didn't buy. Today, although the Duchess of Kent and the Princess of Wales put themselves up for the glossies, few royals put on more sales than a decent strawberry shortcake recipe or the confessions of a mistress. Presumably the glut devalued the currency.

The fact is, of course, that when the newspapers discovered the value of a good royal story, with their shorter deadlines and tougher line on sycophancy, they could beat any magazine in sight — except *Helix*.

But stick around. After the latest revelations, the serious money's on a rebirth of the royals in the mass circulation weeklies. So pull yourself together, *Woman's Own*. You owe it to your roots. You can't let *The Sunday Times* have it all its own way.

Up to the mid-1980s a week without "Di" was a week you didn't buy

## Radio Two have got National Music Day covered from ear,



to ear.

Our ears will be stationed all over Britain for National Music Day on June 28th. And that means you can listen into this country-wide music extravaganza with us.

It will feature over 1500 events and Radio Two is proud to be covering 15 hours live, with 33 outside broadcasts. In fact this will be one of the UK's biggest outside broadcasts in history.

Timothy Renton M.P., co-founder of National Music Day said, "This is a great musical first for Britain — who better than BBC Radio Two to put over this marvellous variety."

So find out what else is happening on Radio Two. Tune in to 88 to 91 FM, the radio station that's first on the FM dial, and hear a range of programmes that reach between the ears.



## Local papers go to the top of the class

Pupils and proprietors are both benefiting from Newspapers in Education — new readers start here

Newspaper sales have fallen drastically over the past 20 years and research shows that it is among the young that the reading habit is dying fastest. Overall literacy rates are down as well — there are now five and a half million illiterate or innumerate adults in the UK. But what can papers do to stop this decline towards reading-free homes, where television is king?

One approach is Newspapers in Education (NIE). Ask any of the delegates at last week's Newspaper Society conference what NIE is and you will get a different answer. Is it a way for newspapers to worm themselves into the adolescent psyche and create subconscious brand loyalty? Is it a means for teachers to get free reading resources? Is it about literacy or commerce, pragmatism or idealism? Nobody is really sure: everybody, though, has a hunch that NIE might be very important.

NIE has been actively pursued in this country since the mid 1980s, primarily in the regional press where it is possible to forge closer links with particular schools and colleges. Within the umbrella of NIE activities are schemes by which papers are delivered to schools every day (often the returns of the previous day's final edition); there are tours of editorial and print sites, and special newspapers are written and produced by the schools using desk top publishing with printing assistance from local papers.

The benefits are manifold. In a time of recession, when book prices are high, newspa-

— can be a cheap resource. NIE is also believed to encourage awareness of design and the need for economical writing, and the production of school newspapers helps to build skills such as team work and communication.

Traditionally teachers were believed to use NIE merely to preach the evil of the press to their impressionable charges. Times, it seems, have changed. Graham Woodham, managing director of Parker Tanner Woodham, the com-

pany commissioned by the Newspaper Society to study the effects of the scheme, says that "there isn't any major resistance to newspapers in the classroom these days"; though clearly teachers have higher priorities than implementing NIE schemes.

His report makes interesting reading. Few pupils valued free newspapers, other than for finding a second-hand bicycle. Most found national broadsheets to be "boring, impenetrable and highly daunting". However, it is their reaction to the tabloid press which is most illuminating. While the pupils generally had internalised a critical view of tabloids that they rode roughshod over the individ-

uals, they were often "trashy and unbelievable" — most still enjoyed reading them, "just for a laugh" — without accepting their content as true.

According to many teachers the regional press, using a language more sober than that of the tabloids, and a tone and vocabulary simpler than that of the national broadsheets, is ideally suited for children. Few pupils below A-level standard are ready for the "heavy" nationals, while the popular tabloids do not cover the kind of issues they wanted in the classroom.

Mr Woodham concluded in his report that "NIE can modify the casual dismissal of a regional newspaper as being for the pupils' parents' or grandparents' generation. Equally, an extended period of reading and studying local papers could help to dissociate the titles from the kinds of prejudice that are associated with the national press."

"NIE is about partnership," says Mary Davis, NIE co-ordinator for Bradford's *Telegraph* and *Argus*, whose scheme has been running for four years. "It is both about literacy and selling papers," she says. Over the past four years Ms Davis has raised over £1 million to fund projects through local and national sponsorships. As a result papers are delivered to 42 educational centres each day and distributed among pupils between the ages of 13 and 18. "As a teaching aid it's immediate and tangible," she says. Ms Davis claims that teachers are now less inclined to believe that all papers are full of lies and distortions.

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APPEARS ON PAGE



# Planners with people in mind

If you want to improve a community's quality of life, Beryl Dixon writes, this could be the career for you. But it requires training and dedication

The Royal Town Planning Institute's careers booklet starts with two questions. "Do you want to improve the quality of life for people?" and "Do you want to protect the environment?" Everybody who has chosen to work as a planner answers "Yes" to both questions. They very much want to improve people's living conditions — providing for housing, industry and recreation and conserve the environment. Unfortunately, the two are often difficult to reconcile. No planning decision can please everybody, whether it concerns the suggested Channel Tunnel routes, proposed new town developments or the various by-passes under discussion around the country.

Planning is important, especially in these days of environmental consciousness, and planners believe that nowadays they have more scope for balancing environmental concerns. Recent planning legislation means that the presumption is against development. Would-be developers must prove that their proposals meet an essential need, in contrast to the 1980s, when development was given the green light unless positively opposed.

Opportunities for planners to work in the private sector have grown considerably in recent years. There are now some 1,250 planning consultancies retained by individuals making planning applications or preparing appeals, and increas-

ingly carrying out project work for government departments on a commission basis. There is therefore more movement in and out of public and private sectors than was once the case.

Most qualified planners, however, work for one of 500 government, local authority and development corporation offices. Inner-city and rural areas obviously face different problems, and the two tiers of government planning departments also offer different career opportunities.

County councils take care of strategic planning, preparing structure plans or policy statements on development of their areas and ensuring public consultation. The majority of time in district councils' planning departments is spent assessing planning applications and turning the structure plan into detailed local plans, liaising with county departments.

One of the largest planning departments outside the big cities is in Winchester. Hampshire County Council's planning department has, as well as technical and support staff, more than 40 planning officers with wide experience. Not all are planning graduates. Some have backgrounds in surveying, archaeology, chemistry, architecture and engineering.

Hampshire is not without its controversies: everybody has heard of the Winchester bypass. Other contentious issues include developers' proposals to build a new settlement on Southampton Water



Doing things that are fundamental to everyday life: Richard Lemon, a planning officer at his council's new offices

and an entire new village at Micheldever in the heart of the downs. The county council opposes both plans.

"In these cases," explains Richard Lemon, a principal planning officer with Hampshire county council, "our department said we saw no need for such developments. The county is already committed to building a large number of new houses in existing areas. And its policy is to restrain growth, concentrating instead on redeveloping urban areas such as the Southampton and Portsmouth docklands." Politicians, of course, take the

final decisions, but planners brief and advise them. In doing so, it is essential that before presenting the results to councillors, planners make an impartial and professional assessment.

Most planners spend the early part of their careers with local authorities and are usually advised to move around during this time, gaining experience in different sizes and types of office. Ultimately, they may decide to opt for breadth of work in a small department or decide to specialise by joining a large authority where planners work in specialist teams.

Planners train in one of three ways: by attending a recognised degree course in planning, by gaining a degree in a related subject followed by a full or part-time postgraduate course in planning and, finally, by becoming a trainee in a planning department and completing a distance-learning course from the Open University and a consortium of planning schools. Approved practical experience is required before membership of the Royal Town Planning Institute is gained.

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## INFLUENCING THE ENVIRONMENT

If you really want to help the community, this is a great career to choose, says Richard Lemon, a council planning officer. "Although planners are one step removed from the community," he adds, "we do things that are fundamental to everyday life."

"Planning is the only real tool for influencing the environment. I also enjoy this job because I like being at the forefront of issues I see reported on the regional television news or in the local papers almost every day."

Mr Lemon, who is a principal planning officer with Hampshire county council, describes his career path as "untypical" in that he started out by studying architecture, then transferred to a planning degree course, which he did not complete.

"I then became a planning trainee at the bottom of the ladder with Bedfordshire county council and studied for the professional examinations by myself."

Unlike some planners who have moved between counties and districts, Mr Lemon has preferred to make his career entirely with counties, moving from Bedfordshire to Hampshire five years ago. "Strategic planning is my interest," he says. "Our structure plan is my day to day work. There are a lot of needs to balance and a lot of conflicting demands to take into account."

"I have packed a lot of variety into my career with two counties. I have spent some time in economic development, attracting businesses to the area, worked on plans for airport development, done a lot of work on retailing, given evidence at public enquiries and spent two years in countryside planning strategy."

BERYL DIXON

## PUBLIC APPOINTMENTS

### ASSISTANT DIRECTOR (MEDICAL)

Salary up to £42,165 pa

The National Radiological Protection Board is an independent statutory body which was established in 1970 by Act of Parliament to provide advice on radiation standards and to conduct research to improve knowledge of radiation risks and protection measures.

The Board now has a vacancy for a medically qualified person with considerable experience and recent direct involvement in at least one of the following fields: occupational health, epidemiology, medical statistics, radiology and nuclear medicine or radiobiology.

The person will be required to contribute to the management of the Board's whole programme of work, including:

- The development of Board advice on protection standards for ionising and non-ionising radiations, and practical guidance on the interpretation of those standards.
- Direct research programmes in the epidemiology of irradiated populations and the molecular biology of radiation carcinogenesis.
- Advise on medical interpretation of issues associated with occupational exposure.

Assistant Directors in the Board are usually responsible for the work of between 30 and 70 scientists. The appointment is at the Board's Headquarters at Chilton, Oxfordshire, and carries a salary equivalent to Civil Service Grade 5, within the range of £37,095 - £42,165 pa with further progression to £51,280 pa depending on performance. There is a contributory superannuation scheme.

Please forward full career details, including CV, to Dr. R. H. Clarke, Director, National Radiological Protection Board, Chilton, Didcot, Oxon OX11 0RQ to arrive no later than 27 July, 1992.

**NRPB**  
National Radiological Protection Board

### COMPLIANCE OFFICERS MONITORING SOLICITORS

£22,000 + car + benefits

The Law Society is committed to improving the controls on solicitors accounts and ensuring that sole practitioners are complying with the Accounts Rules.

The Monitoring Unit is looking for Compliance Officers who will be responsible for visiting firms of solicitors to verify compliance with Accounts Rules, advising on corrective action and providing advice.

Your training and experience should include education to degree level and/or a relevant professional qualification such as Law, Accountancy or Trading Standards. Personal qualities required include tact, authority and good communication skills.

The Monitoring Unit is based at the Law Society's prestigious headquarters in Redditch and you should be willing to travel extensively to all parts of England and Wales.

In addition to a competitive salary, benefits include a car, private health insurance, pension and life insurance, 25 days holiday and a subsidised staff restaurant.

Application forms can be obtained from Barbara McKelvey, Personnel Manager, The Law Society, 50/52 Chancery Lane, London WC2A 1SX. Telephone: 071-320 5629. Closing date for return of applications is 3rd July 1992. All applications will be acknowledged within seven days of this date.

For a more informal discussion, contact: Bob Butler, Head of Monitoring Unit, (ext. 3320) or Stuart Bushell, Deputy Head of Monitoring Unit, (ext. 3383) on 0527 517 141.

The Law Society is committed to Equal Opportunities



THE LAW SOCIETY

TO PLACE YOUR ADVERTISEMENT IN THE PUBLIC APPOINTMENTS SECTION

TEL: 071 481 4481  
FAX: 071 782 7828

## Senior Nursing Opportunities In NHS Management Executive - Leeds

A major review of the nursing inputs required to maximise the effectiveness of the Management Executive has resulted in a number of challenging new opportunities. If you are a nursing professional with the commitment and ability to make a significant contribution, you will discover a dynamic and progressive environment with the emphasis very much on achievement and personal accountability.

Initially based in London, all of the following posts will be transferring to Leeds during late 1992/early 1993.

### Principal Nursing Officer

Salary £37,015

#### Nursing Directorate

This key position requires a highly motivated individual able to lead a team of expert nursing officers and take forward the objectives of the Nursing Directorate; specifically planning and implementing the strategic development of clinical practice in nursing, midwifery and health visiting.

### Nursing Officers

(twelve posts) Salary £29,716 - £33,426

#### Nursing Directorate

Three health service professionals with broad experience of clinical management are required to take an active part in developing standards of nursing practice and contributing to the cost effective, efficient delivery of nursing care throughout the NHS.

### Performance Management Directorate

As the general management arm of the NHSME, this Directorate is dedicated to improving NHS performance through planning, continuous review and policy development regarding the purchase and provision of health care.

Performance Management Team (two positions). The first position covers the Thames Region, you must have an excellent understanding of the complex issues of service delivery in an urban environment. The second team member will be covering the Southern Region and must be prepared to travel extensively throughout Southern England, taking management responsibility for a number of wide ranging issues.

For all posts, you must be a 1st Level Registered Nurse, preferably have post registration qualifications and/or provide evidence of high academic achievement.

All of the above posts are available as a permanent, fixed term appointment or on secondment. Successful applicants may be expected to work in London prior to relocation and an allowance to meet costs incurred will be payable.

Informal discussions welcome, contact Michael Hill on 071 210 5749.

For further details of all the posts and an application form (to be returned by 8th July 1992) please contact Recruitment & Assessment Services, Alencon Link, Basingstoke, Hampshire RG21 1JB. Tel: Basingstoke (0256) 468551. Fax: Basingstoke (0256) 846660. Please quote Reference B/1649/93.

## NHS Management Executive

The Department of Health is an Equal Opportunities Employer. Applications are welcome from all sections of the community regardless of sex, religion, ethnic background or disability.

### CREATIVE MEDIA

#### TELECOMMUNICATIONS

##### \*FIBRE-OPTIC TECHNOLOGY

Immediate opportunities have been created, in London and the South East, to join our Blue Chip client on a contract/consultancy basis and take leading roles on a challenging ground breaking project.

These long-term assignments offer excellent remuneration in the newly deregulated telecommunications industry. Successful applicants will possess experience relevant to a position below and will demonstrate strong personal qualities. Exposure to fibre-optic technology desirable for the Systems and Engineering positions.

**PROJECT MANAGER • CONTRACT SUPPORT MANAGER • BUSINESS STRATEGY MANAGER • TOTAL QUALITY MANAGER • PR MANAGER • MARKETING MANAGER • ACCOUNT MANAGERS • SYSTEMS ENGINEERS • NETWORK DESIGN MANAGER / ENGINEERS • NETWORK CONSTRUCTION MANAGER / ENGINEERS • OPERATION / MAINTENANCE PROCEDURES ENGINEERS • INFRASTRUCTURE CONTRACT ENGINEERS.**

Resumes quoting Ref TMS/284T to:

**FIRCOFT ENGINEERING SERVICES LTD.**  
Unit 6, Water Lane, 47-49 Kenilworth Road, London NW1 6NZ.

FAX: 071 284 4011

## NORFOLK COLLEGE of Arts and Technology

Tennyson Avenue, King's Lynn, PE30 2QW  
Tel: King's Lynn (0553) 761144 • Fax: 0553 764902

Norfolk College is a large College of Further and Higher Education with some 12,000 students, 600 staff and an annual budget of £11.5 million. Over recent years it has established a nation-wide reputation for the provision of high quality education and training. The College will be incorporated in April 1993 and now seeks two additional members of staff to join the senior management team to take responsibility for the finance and personnel functions.

### Director of Finance

Salary: £31,137 - £34,593 per annum  
(pay award pending)

### Personnel Manager

Salary: £22,584 - £25,092 per annum  
(pay award pending)

Applicants should be professionally well qualified. Significant management experience at a senior level in the private or public sector is essential.

Application forms and further information can be obtained from the Personnel Section at the College. Closing date for receipt of completed applications: Friday, 17th July 1992.

Committed to Equal Opportunities

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## BBC2

BBC2

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CHANNEL:

**INSIDE SUMMARY**  
Israel poll  
shows Likud  
winning defeat



**In charge of educating Lewisham: Leisha Fullick (9.50pm)**

**Age to age: three seven-year-old German girls (10.40pm)**

**Sensuous sounds of Brazil: soprano Chico Buarque (9.00pm)**

**SATELLITE**

**10.00 Fire: Trapped on the 37th Floor** **SK**  
(1991): Action drama (43491)

## VARIATIONS

and Away (527769) 6:00 Coast to Coast (4712) 6:30-7:00 Blockbusters (1993) 7:30-8:00 Nature Watch (2318) 11:40-12:00 Space (1694595)

**TYNE TEES**  
 As London escapes: 1:50pm-2:20 pm  
 School (587494) 5:00-5:45 The 11th Hour (1993) 6:00 Northern Life (472) 6:30-7:00 Blockbusters (1992) 7:30-8:00 Space (1694595) 12:50 11:40 Film Night: *Partners* (169536) 1:25 Video View (589811) 1:25  
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 (1602892) 4:20 The Look in the Mirror (8135347) 5:15-5:30 *Johnnie R* (847114)

**ULSTER**  
 As London escapes: 1:50pm-2:20 *Sons and Daughters* 2:25-3:25 *A County Place* 3:5-10:45 *Home and Away* 6:00 *So Tonight* 6:30-7:00 *Blockbusters* 7:30-8:00 *Night Watch* 11:40 Film Night: *Partners* 1:25 Video View 2:25 6:00 *Minuties* 2:30 *Night Beat* 4:20-4:45

(2108251) 4:25-5:30 *Infomeds* (4063618)

**SAT**  
 Starts: 6:00am 4:30 Daily (1140097) 9:25 *Schools* (8452730) 12:00 *The Payments Programme* (82878) 12:30 *News* (223210) 12:35 *Sci Fiction* 3:00 *8th Street* 3:30 *1000 Years of the Bible* (1994) 4:30 *Blockbusters* (1992) 4:50 *11:40 Film Night: Partners* (169536) 5:15-5:30 *Johnnie R* (847114) 6:00 *So Tonight* 6:30-7:00 *Blockbusters* (1992) 7:30-8:00 *Night Watch* 11:40 Film Night: *Partners* 1:25 Video View 2:25 6:00 *Minuties* 2:30 *Night Beat* 4:20-4:45

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(2108251) 4:25-5:30

**THE MOVIE CHANCE**

- **Vincent & the Doctor** (1945) **1950** **1955** **1960** **1965** **1970** **1975** **1980** **1985** **1990** **1995** **2000** **2005** **2010** **2015** **2020** **2025** **2030** **2035** **2040** **2045** **2050** **2055** **2060** **2065** **2070** **2075** **2080** **2085** **2090** **2095** **2100** **2105** **2110** **2115** **2120** **2125** **2130** **2135** **2140** **2145** **2150** **2155** **2160** **2165** **2170** **2175** **2180** **2185** **2190** **2195** **2200** **2205** **2210** **2215** **2220** **2225** **2230** **2235** **2240** **2245** **2250** **2255** **2260** **2265** **2270** **2275** **2280** **2285** **2290** **2295** **2300** **2305** **2310** **2315** **2320** **2325** **2330** **2335** **2340** **2345** **2350** **2355** **2360** **2365** **2370** **2375** **2380** **2385** **2390** **2395** **2400** **2405** **2410** **2415** **2420** **2425** **2430** **2435** **2440** **2445** **2450** **2455** **2460** **2465** **2470** **2475** **2480** **2485** **2490** **2495** **2500** **2505** **2510** **2515** **2520** **2525** **2530** **2535** **2540** **2545** **2550** **2555** **2560** **2565** **2570** **2575** **2580** **2585** **2590** **2595** **2600** **2605** **2610** **2615** **2620** **2625** **2630** **2635** **2640** **2645** **2650** **2655** **2660** **2665** **2670** **2675** **2680** **2685** **2690** **2695** **2700** **2705** **2710** **2715** **2720** **2725** **2730** **2735** **2740** **2745** **2750** **2755** **2760** **2765** **2770** **2775** **2780** **2785** **2790** **2795** **2800** **2805** **2810** **2815** **2820** **2825** **2830** **2835** **2840** **2845** **2850** **2855** **2860** **2865** **2870** **2875** **2880** **2885** **2890** **2895** **2900** **2905** **2910** **2915** **2920** **2925** **2930** **2935** **2940** **2945** **2950** **2955** **2960** **2965** **2970** **2975** **2980** **2985** **2990** **2995** **3000** **3005** **3010** **3015** **3020** **3025** **3030** **3035** **3040** **3045** **3050** **3055** **3060** **3065** **3070** **3075** **3080** **3085** **3090** **3095** **3100** **3105** **3110** **3115** **3120** **3125** **3130** **3135** **3140** **3145** **3150** **3155** **3160** **3165** **3170** **3175** **3180** **3185** **3190** **3195** **3200** **3205** **3210** **3215** **3220** **3225** **3230** **3235** **3240** **3245** **3250** **3255** **3260** **3265** **3270** **3275** **3280** **3285** **3290** **3295** **3300** **3305** **3310** **3315** **3320** **3325** **3330** **3335** **3340** **3345** **3350** **3355** **3360** **3365** **3370** **3375** **3380** **3385** **3390** **3395** **3400** **3405** **3410** **3415** **3420** **3425** **3430** **3435** **3440** **3445** **3450** **3455** **3460** **3465** **3470** **3475** **3480** **3485** **3490** **3495** **3500** **3505** **3510** **3515** **3520** **3525** **3530** **3535** **3540** **3545** **3550** **3555** **3560** **3565** **3570** **3575** **3580** **3585** **3590** **3595** **3600** **3605** **3610** **3615** **3620** **3625** **3630** **3635** **3640** **3645** **3650** **3655** **3660** **3665** **3670** **3675** **3680** **3685** **3690** **3695** **3700** **3705** **3710** **3715** **3720** **3725** **3730** **3735** **3740** **3745** **3750** **3755** **3760** **3765** **3770** **3775** **3780** **3785** **3790** **3795** **3800** **3805** **3810** **3815** **3820** **3825** **3830** **3835** **3840** **3845** **3850** **3855** **3860** **3865** **3870** **3875** **3880** **3885** **3890** **3895** **3900** **3905** **3910** **3915** **3920** **3925** **3930** **3935** **3940** **3945** **3950** **3955** **3960** **3965** **3970** **3975</**

**GRANADA**  
As London except: 2.50pm-3.15 Block-

**RADIO 3**

5.30 Minutes for

[illegible][illegible]

7.00	Morning Concert: Haydn (Cassation in G, III); Dussek (Harp Sonata)	7.00	Third Earl: Paul Bayley talks to Alodi Busi about his new novel, <i>Sodomies in Plain</i>
7.30	News	7.30	BACH: L'istria's piano arrangement of his Fantasy and Fugue on BACH for Puyguy by Leslie Howard
7.35	Morning Concert cont. Enescu (Romanian Rhapsody No 1); Krommer (Wind Sextet in E flat); John Darnley (Like and unlike Delights) (Suite, As You Like It) Buxtehude (Passacaglia in D minor)	7.45	Bach, the Colourful Dramatist: The last four programmes, live from the Queen Elizabeth Hall, London. Choir and Orchestra of the Age of Enlightenment with James Bowman (tenor), Christoph Pregardien (tenor) and Peter Harry (bass) perform Cantata BWV 112 Liebster Gott, wann werd' ich sterben? Jesu, meine Freude, BWV 227, and 840 Nicholas
8.30	News		
8.35	Composers of the Week: Bruch, Oedysseus, Op 41, excerpts; Serenade Op 7; Leinhardt and his Orchestra under Kurt Masur, with Salvatore Accardo, violin		
9.35	Morning Sequence: Schubert		

5.59 **Weather** 8:00 **Farming**  
 6.00 **Today** 6:25 **Prayer for the Day**  
 6.30 **Weather** Inc'l 6:30, 7.00  
 7.30, 8.00, 8.30 **News** 7.45  
**Business News** 6.55, 7.55  
 8.00 **Weather** 7.25, 8.25  
 8.30 **Today** 8.00  
**News** 7.45 **Thought for the Day**  
 8.40 **Yesterday in Parliament**  
 9.00 **News**  
 9.05 **Call Mick Rovers: 071-580 4444**  
 10.00-10.30 **The Secret Diary of**  
**Tax Collector (FM only): Stella**  
**hides her way to adventure (3**  
**of 3)**  
 10.00 **Daily Service (LW only)**  
 10.15 **The Bible (LW only): Acts of**  
**the Apostles**  
 10.30 **Woman's Hour: The authors**  
**Ian McEwan and Emma**  
**Tennant discuss writing about**

**Time (LW only)**  
 4.00 **News**  
 4.05 **Kaleidoscope** includes a  
 feature on teaching people to  
 improve comedy (3)  
 4.45 **Short Story: King Kong by**  
**Lisa Cody. Read by Susan**  
**Jeffrey**  
 5.00 **PM with Valerie Singleton**  
**and Frank Partridge** 5.50 **Shipping**  
**5.55 Weather**  
 6.00 **Six O'Clock News**  
 6.30 **The Millers and Millner Show:**  
**Comedy and music with Tom**  
**Millers and Rob Millner (3)**  
 7.00 **News**  
 7.05 **The Archers (3)**  
 7.25-8.00 **A Suitscase Full of**  
**Dollars (FM only)**  
 ● **CHOICE: Gerry Northam's**  
**File on Four** inquiry into how

**RADIO 1**

Steve Wright In the Afternoon 6.00 Neale James' Mega Hits 8.30 News 92.7.00 Neale James' Evening Vision 9.00 Elvis Costello 10.00 Nicky Campbell 10.30 Bob Harris

**RADIO 2**

PM Stereo 4.00pm Alex Klenz 6.15 Pulse for Theatre 6.30 Ben Hayes Good Morning UK 9.15 Pulse for Thought 9.30 Lester Benn 11.30 Alex Young 2.00pm Glona Humnford 3.00 Ed Stewart 5.05 John Dunn 7.00 They Called Me Al! Roy Young presents the third programme in the series that relives the life of the singer, Al. Bowdell 7.30 Chris Slingsby's Piano Paradox 8.00 The Alan Partridge Show 8.30 Sarah Kennedy asks George and Tom Mally if being bold relieves males from their shyness 9.00 The Alan Partridge Show 9.30 and 10.45 At the Corosle 9.30 Shogun's Mike Chirri, social anthropologist, talks to the inhabitants of Birmingham about the city's year as UK City of Music 10.00 Doris's Latin Music Show 10.30 The Jamesons 12.05am midsummer's night's Jazz 1.00 68b Rerelets with Night 1.30 68b 2.00 A Little Night Music

**RADIO 5**

News and sports on the hour to 7.00pm. 6.00am World Service: Newshour 6.30 Daily

Hüntenreiter, D 576; Sonata in A D 959; Brahms' Concerto, F major, Op. 102, No. 1 (Sonatina in G, Op. 100); Stanford (Irish Rhapsody No 5; Vaughan Williams (Fantasia on a theme by Thomas Tallis); Tippett (Fantasy No. 4)

11.45 BBC Concert Orchestra under Gregory Rose, with Malcolm Birns, piano; Glazunov (Vesna, Spring, Op 34); Lyapunov (Symphonic Poem, Felyazka, Op 37); Balakirev (Piano Concerto No 2 in E); Rimsky-Korsakov (Musical Picture: Sadko, Op 5)

1.00pm News

1.05pm Britchtime Concert  
Enya performs

6.50 Cantata No 45, Is it just the ghost, Menses, was just the heart No 3 in D, BWV 1068; Cantata No 50, Nun ist die Zeit

9.45 Drama News: Dictator Gal CHOICE: Just in case (most unusual choice) have problems identifying the original in David Jane Mairowitz's satirical musical in which the ex-chantress wife of an ousted dictator nuns singing him out of dying, there are pointed remarks about the vast collection of footwear. Yes folks, this is the Ferdinand andmelda show, with greedy wife (Josselyn Simon) bongos

11.30	<b>Medicine Now:</b> Geoff Watts reports on the health of medical care	British Virgin Islands get special dis honourable mention — are obstructing the war against the drugs barons who use the heavens to launder their dirty money. The chaos of preventing company laws from increasingly being illegally exploited do not look promising. Money buys respectability, someone says tonight, and "places of deniability" is rampant in these heavens which, Northam concludes, are ready to practice virtue just so long as they don't have to give up sin
12.00	<b>You and Yours</b> with John Howard	
12.25pm	<b>Flying the Flag:</b> Endangered Species by Alex Shearer. The growing awareness of environmental issues in the People's Democracy also brings a clearer vision of true Western attitudes to pollution. Are the diplomats headed for extinction? Starring Binsdale Larden, Peter Acton and Mark Leslie (2 of 8) 12.55 <b>Weather</b>	7.30 <b>Woman's Hour (1)</b> 8.00 <b>Science Now (1)</b>
1.00	<b>The World at One</b>	
1.40	<b>The Archers (1)</b> 1.55 <b>Shipping</b>	

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2.00	music and fantasias by Jenkins, Gibbons, Purcell and Levine	bedpan while wife husband calls back his gory glory days
2.40	Mahtler: Das Lied von der Erde performed by BBC PO under Kurt Sanderling, with Carolyn Watkinson, mezzo, and John Hutchinson, tenor	Composer-arranger Trevor Aldrich subtly shunters Claude Porter and Wagner's <i>Tristan</i> adds a few comsive songs of his own
3.50	Les Six and the Clarinet: Victoria Sears, clarinet, and Julius Drake, piano, play Milhaud (Sonatine), Honegger (Sonatine), Tailleferre (Sonatine), Poulenc (Sonatine)	10.20 Horowitz's at 100: The first of three programmes of recordings by the pianist. Bach <i>Two Preludes and Fugues</i> , Well-tempered <i>Clavier</i> , Bk 1; Mozart (Fantasy in D minor, K397); Beethoven (Sonata in A op 2 No 2; Franck (Prelude, Choral and Fugue)
4.30	Smekina, Emerson Quartet plays String Quartet No 1 in E minor, From My Life	11.30 Mozart
5.00	Alan Rawsthorne: Ulster Orchestra under Barthwaite, with Malcolm Binns, piano; John Curran, string conductor; Piano Concerto No 1	11.35 Composers of the Week: Boccherini (String Quartet in C op 11 No 5; Stravinsky 2 in C, Op 5 No 2; H'chord Concerto in E flat Op 1
		1.00am Night School. Except in

2.30	Belonging, by Julia Stoneham Jan believes moving to 14 Lavender Road is a new beginning in more ways than one. <i>Starring</i> Shaun Pendergast, <i>Stacy</i> Dominick and <i>Irene</i> Sutcliffe (s)	9.00 9.30 9.45	Central Radio's Health Centre, talking to the people of Alex. Dr Tim Wilson combats health problems in the city of Johannesburg, in the only medical centre serving a black community of 250,000. <i>My Tots</i> : body language <i>Kalidondzo</i> : All right
2.30	Richard Baker Compares Notes with <i>lutenist</i> Robert Spencer and the <i>lute-maker</i> <i>Michael</i> Love (s)	10.00 10.15	Financial World Tonight with <i>Simon</i> Cox (s)
3.00	Soundscape (Fid only). <i>Mr</i> Sprayons and the Agency. <i>A</i> fly-on-the-wall look at a day in the life of an agency providing live-in help (s) (t)	10.00 10.45	The World Tonight A look at <i>Bedtime</i> . <i>Daisy</i> Adams by <i>Henry</i> Lewis <i>Robert</i> Roberts (1 of 4) (t)
3.42	PSY (Fid only). <i>Matthew</i> Parris studies <i>Dr</i> Parris' first letter to the <i>Conriths</i>	11.00 11.30 12.00	The Radio Programme (t) Today in <i>Parliament</i> 12.00-12.45 <i>News</i> , <i>Int</i> 12.27 <i>Weather</i> 12.32 <i>Shipping</i> 12.43 <i>World Service</i> (LW only)

FREQUENCIES: Radio 1: 1053kHz/263m; 1068kHz/275m; PM-97: 5-99 R 8  
2: PM-89-90 2: 1053kHz/263m; 1068kHz/275m; PM-97: 5-99 R 8  
3: 693kHz/433m; 909kHz/73m

AV/YSB

COMPILED BY PETER DEAR AND CAROLINE DONALD

هكذا من الأصل